



THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 81

SEPTEMBER 28, 1929

Number 13

Reference Book
7th EDITION

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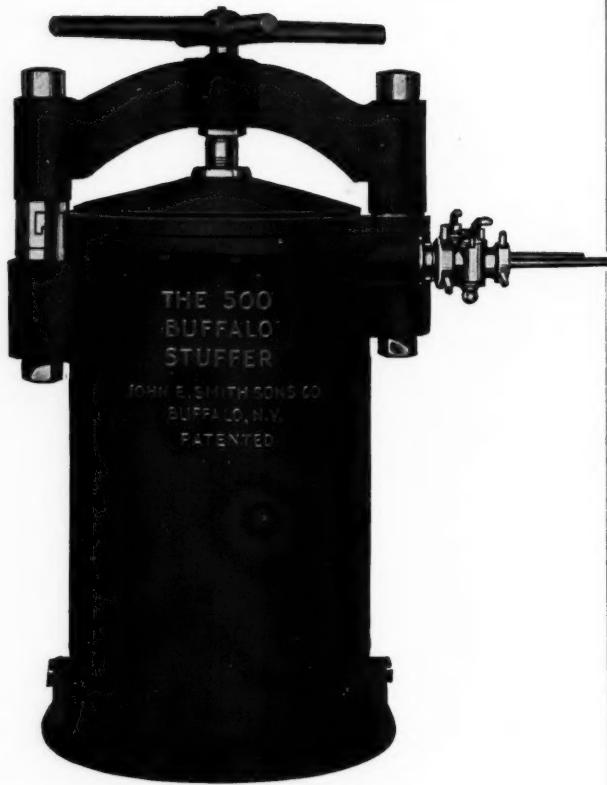
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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 81. No. 13

SEPTEMBER 28, 1929

Chicago and New York

Meat Industry to Discuss Trade Practice Rules

**Meetings in Sixteen Cities Will
Give All Packers Chance to Discuss
Unfair Practices and Wasteful Ways**

Packers and meat wholesalers in all parts of the country are making plans to attend the nation-wide series of regional meetings of the Institute of American Meat Packers which will be held during the two weeks, September 30 to October 16.

These meetings have been arranged for the purpose of acquainting the entire industry with the details of a move to prevent unfair practices and eliminate uneconomic methods through a Trade Practice Conference, which the United States Department of Agriculture will be requested to hold at a later date.

Every packer in the country, whether a member of the Institute or not, is invited to attend these meetings.

Members of the Institute staff will attend the meetings for the purpose of presenting the recommended rules.

Everybody Invited to Attend

"Specifically," states Wm. Whitfield Woods, president of the Institute of American Meat Packers, "those attending the meetings will hear and discuss such resolutions as were adopted by the Executive Committee of the Institute at its meeting in Chicago on September 27, for submission to the entire packing industry at the Trade Practice Conference.

"These resolutions have been

formulated under the guidance of the Institute's Commission on Elimination of Waste, of which F. Edson White of Armour and Company is chairman, and in consultation with the members of the Institute at meetings held last June.

"If the proposed resolutions are adopted by the industry at a Trade Practice Conference, they will become the trading rules of the industry. The adherence of the largest possible number of packers, whether members of the Institute or not, will be helpful.

What Meetings Will Do

"The regional meetings will provide opportunity, first, to discuss the proposed trading rules with all packers; and, secondly,

to get as many packers as practicable interested in attending the Trade Practice Conference.

"Every packer undoubtedly will find it to his interest to become fully acquainted with these trade practice resolutions which the Institute has drawn up.

"The intensity of competition in the packing industry has resulted in the development of practices which, in some cases, have tended to add an unnecessary burden on the products of the farmer's livestock, cut down the packer's legitimate profit, and increase the spread in price between farm and table. The resolutions which have been drawn are designed to eliminate such practices."

Where Meetings Are Held.

A complete schedule of the meetings, giving the exact time and place of each meeting and the territory which it includes, is given below:

DETROIT.

For packers in Michigan and in Ohio north of and including Toledo. 3:00 p. m., Monday, Sept. 30, offices of Hammond Standish & Co., 20th and Standish sts. T. E. Tower, chairman, of Sullivan Packing Co., Detroit.

BOSTON.

For packers in New England. Luncheon meeting, 12:30 p. m., Tuesday, Oct. 1, 13th floor, Boston Chamber of Commerce Bldg. F. S. Snyder, chairman, of Batchelder & Snyder Co., Boston.

NEW YORK CITY.

For packers in New York east of and

Packers' Convention Dates

The Twenty-fourth Annual Convention of the Institute of American Meat Packers will be held in Chicago on the following dates:

Sectional (Departmental) meetings, Friday and Saturday, October 18 and 19.

General convention sessions, Monday and Tuesday, October 21 and 22.

Sixth Conference of Major Industries, to be held in Mandel Hall, University of Chicago, Wednesday, October 23.

The Dinner by which the Conference of Major Industries will be closed will be held on Wednesday night, October 23.

September 28, 1929.

including Syracuse and Utica; Pennsylvania east of Harrisburg, including Philadelphia; New Jersey, Delaware, Maryland, District of Columbia and eastern half of Virginia. At 2:00 p. m., Thursday, Oct. 3, Hotel Pennsylvania, New York City. Hotel will serve luncheon at 12:30 p. m., to all who wish it. B. C. Dickinson, chairman, of Louis Burk, Inc., Philadelphia.

PITTSBURGH.

For packers in Pennsylvania west of and including Harrisburg; West Virginia, and Ohio north of Columbus and east of and including Cleveland. At 1:30 p. m., Friday, Oct. 4, Pittsburgh Athletic Club, Pittsburgh, Pa. Geo. N. Meyer, chairman, of Fried & Reineman Packing Co., Pittsburgh.

CINCINNATI.

For packers in Ohio south of and including Columbus. Luncheon meeting, 12:30 p. m., Monday, Oct. 7, Cincinnati Club. Elmore M. Schroth, chairman, of the J. & F. Schroth Packing Co., Cincinnati.

NASHVILLE.

For packers in the Kentucky, Tennessee, Southeastern regions, and Western Virginia. At 2:00 p. m., Tuesday, Oct. 8, fifth floor, Chamber of Commerce Bldg., Nashville, Tenn. Henry Neuhoff, chairman, of Neuhoff Packing Co., Nashville.

INDIANAPOLIS.

For packers in the Indiana region. Luncheon meeting, 12 o'clock noon, Wednesday, Oct. 9, Severin Hotel, Indianapolis. John R. Kinghan, chairman, of Kingan & Company, Indianapolis.

ST. LOUIS.

For packers in Illinois south of and



GEORGE N. MEYER.

Who will preside at Pittsburgh Meeting.

including Springfield, and Missouri east of Sedalia and Springfield. At 1:00 p. m., Friday, Oct. 11, Missouri Athletic Club, St. Louis, Mo. F. A. Hunter, chairman, of East Side Packing Co., East St. Louis, Ill.

ARKANSAS CITY.

For packers in Arkansas, Oklahoma, Kansas and Missouri west of and including Sedalia and Springfield. At 12:00 o'clock noon, Monday, Oct. 14, Osage Hotel, Arkansas City, Kan. R. T. Keefe, chairman, of Keefe-Le Stourgeon Co., Arkansas City.

FT. WORTH.

For packers in Texas and New Mexico. Luncheon meeting, 12:15 p. m., Thursday, Oct. 3. Longhorn Room No. 1, Texas Hotel, Fort Worth. James A.

Gallagher, Jr., chairman, of Union Meat Company, San Antonio, Tex.

LOS ANGELES.

For packers in Southern California and Arizona and Ogden, Utah. At 9:00 a. m., Monday, Oct. 7, Administration Bldg., Union Stock Yards, Los Angeles. T. P. Breslin, chairman, of Standard Packing Co., Los Angeles.

SAN FRANCISCO.

For packers in Northern California and Nevada. Wednesday, Oct. 9, Palace Hotel, San Francisco. O. L. Watson, chairman, of Oakland Meat & Packing Co., Oakland, Calif.

PORTLAND.

For packers in Oregon, Washington, Idaho, and Montana west of and including Helena, Butte, and Missoula. Date to be announced, probably Oct. 10. B. C. Darnall, chairman, of Swift & Company, North Portland, Ore.

DENVER.

For packers in Colorado, Wyoming, Montana east of Butte, and Utah, with the exception of Ogden. Exchange Room, Live Stock Exchange Bldg., Denver. Stockyards, Friday, Oct. 11, 2 p. m. J. P. Murphy, chairman, of Blayney-Murphy Company, Denver.

CHICAGO.

For packers in Wisconsin and Illinois north of Springfield, offices of Institute of American Meat Packers, Wednesday, Oct. 16, 2 p. m. C. J. Roberts, chairman, of Roberts & Oake, Inc., Chicago.

DAVENPORT.

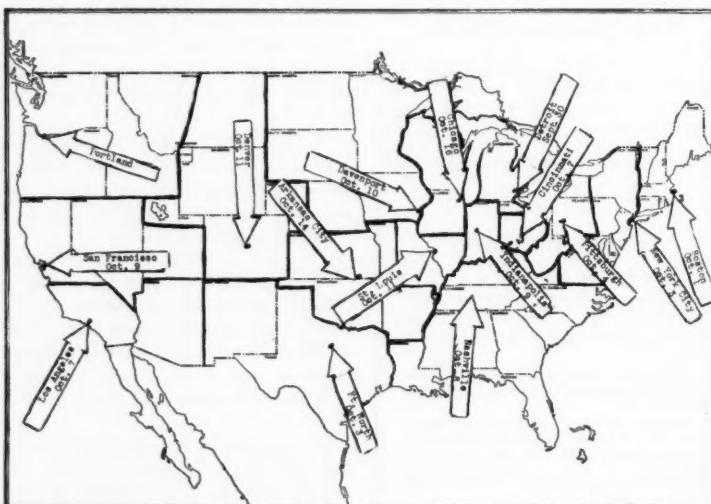
For packers in Iowa, Minnesota, North and South Dakota, and Nebraska east of McCook, Thursday, Oct. 10, 10 a. m., Black Hawk Hotel, Davenport, Iowa. Jay C. Hormel, chairman, of George A. Hormel & Co., Austin, Minn.

NOTES OF THE NEW COMPETITION

Another food merger of sizable proportions was effected on the west coast in the combination of Carnation Milk Products Co. of Seattle, Wash., a \$30,000,000 corporation, and the Albers Brothers Milling Co. of San Francisco, a \$6,000,000 company. Under the consolidation the Carnation company obtains the Carnation brand name of the Albers Brothers, marketers of cereal products. The new company will be known as the Carnation Milk Products Co. Two and one-half shares of Carnation common for one share of Albers preferred and two Carnation common for one Albers common, is the basis of the merger.

GROCERS OPPOSE MODIFICATION.

At a meeting held at Memphis, Tenn., on September 18, the National Wholesale Grocers Association voted that a fund of \$600,000 be provided as a nucleus for fighting modification of the packers consent decree. A resolution was adopted urging upon wholesale grocers the importance of defeating the proposed modification of the decree.



WHERE PACKERS MEET TO DISCUSS TRADE RULES.

Outline Map of the United States indicating the place and date of each regional meeting, and showing the territory for which the meeting serves.
The regular Institute regional divisions have been somewhat changed for the accommodation of packers who are not members of the Institute.
Packers in Ogden, Utah, will attend the Los Angeles meeting.

Packers' Convention to Be Held in Chicago on Oct. 21 to 23

The annual meeting of the Institute of American Meat Packers—famous throughout the industry as the Packers' Convention—is to be held in Chicago on October 21, 22 and 23, preceded by two days of departmental meetings, and followed by the great Conference of Major Industries.

Details of the program are expected to be announced in the next issue of THE NATIONAL PROVISIONER.

Notice of the meeting is first given in the following bulletin from President Woods of the Institute:

To the Members:

October 21, 22, and 23 have been selected, with the approval of the Central Administrative Committee, as the dates for the most important convention that the Institute of American Meat Packers ever has held. Sectional (Departmental) meetings will be held on Friday and Saturday, October 18 and 19.

The convention will be held in Chicago.

The Conference of Major Industries, which will be held at The University of Chicago on Wednesday, October 23, will be closed with a dinner, at which



FREDERIC S. SNYDER.

Chairman of the Board,
Institute of American Meat Packers.

a distinguished American is being invited to be the guest of honor. The making of arrangements for the Dinner precluded announcement hitherto of the Convention dates.

Leaders in Major Industries Will Discuss "Outlook for 1930"

A feature of national interest which distinguishes the week in which the packers' conventions are held is the Conference of Major Industries.

This great event brings together leaders of industry, commerce and education to talk about the problems and the prospects of the day.

This year's event, to take place at Chicago on October 23, is heralded in the following announcement from Robert M. Hutchins, president of the University of Chicago, and Thomas E. Wilson, chairman of the Plan Commission of the Institute of American Meat Packers:

"The Sixth Conference of Major Industries will be held at the University of Chicago on Wednesday, October 23, under the joint auspices of the University and the Institute of American Meat Packers, with the cooperation of nineteen organizations representing agriculture and related business.

"The subject of the Conference will be 'The Outlook for 1930.'

"The organizations cooperating in the Conference include:

Agricultural Publishers' Association,
American Agricultural Editors' Association,

American Bankers' Association,
American Farm Bureau Federation,
American National Live Stock Association,

American Railway Association,
Associated Business Papers,
Chicago Association of Commerce,
Commercial Club of Chicago,

A program is being arranged for the Convention which takes note of recent developments in the fields of production and distribution that are of special interest to the packing industry.

Detailed announcements regarding the program and other phases of the Convention will be made soon.

Very truly yours,

W.M. WHITFIELD WOODS,
President.

FLEISCHMANN SALE APPROVED.

The purchase by Standard Brands, Inc., of the Fleischmann Company has been approved by the stockholders of the latter company. Under the terms of the purchase, Standard Brands, Inc., will assume all liabilities of the Fleischmann Company, will pay the company in cash an amount equal to the par value of its preferred stock, with accrued dividends, and will deliver 11,250,000 shares of common stock of Standard Brands, Inc., in exchange for the common stock of the Fleischmann Company on the basis of 2½ shares of Standard Brands for each common share of Fleischmann.

Packers' Convention Number

The official 1929 Packers' Convention number of THE NATIONAL PROVISIONER will appear on October 26, and will contain the complete report of proceedings, news features and pictures of the annual convention of the Institute of American Meat Packers.

Orders for extra copies of this number must be received before October 19. Otherwise they cannot be filled. Single copies, \$1.00. Ten or more, 50c each.

Address orders to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill., enclosing remittance.

Cotton Textile Institute,
Illinois Chamber of Commerce,
Illinois Manufacturers' Association,
Industrial Club of Chicago,
National Board on Swine Production Policy,
National Grange,
National Live Stock Exchange,
National Live Stock and Meat Board,
National Live Stock Producers' Association,
National Wool Growers' Association.

Last Year's Great Events.

"Speakers at the Conference last year—which was held in New York under the auspices of Columbia University and the Institute of American Meat Packers, with the cooperation of the Chamber of Commerce of the State of New York and the Merchants' Association of New York—included Myron C. Taylor, chairman, finance committee, United States Steel Corp.; Charles E. Mitchell, chairman of the National City Bank; Walter S. Gifford, president, American Telephone and Telegraph Co.; Harold H. Swift, vice-president, Swift & Company; C. F. Kettering, president, General Motors Research Corp., and Frank B. Noyes, president, Associated Press, and president of the Washington 'Star.'

"Guests of honor at the dinner with which the Conference was closed were

September 28, 1929.

Henry Ford, Thomas A. Edison, Charles M. Schwab, Julius Rosenwald, Orville Wright, George Eastman and Harvey S. Firestone. The speakers were Lord Melchett, the noted British industrialist, and Nicholas Murray Butler, president of Columbia University.

"Speakers at the previous Conferences, which were held in Chicago under the auspices of The University of Chicago and the Institute of American Meat Packers, with the cooperation of the Chicago Association of Commerce, the Commercial Club of Chicago and the Industrial Club, have included Charles G. Dawes, former vice-president of the United States; Frank O. Lowden, owner of Sinnissippi Farms; Dwight W. Morrow, member of J. P. Morgan & Co.; Sir Henry Worth Thornton, director of the Canadian National Railways; F. W. Sargent, president, Chicago and Northwestern Railway Co.; F. Edson White, president of Armour and Company; E. W. Rice, Jr., honorary chairman of the board, General Electric Company; General James G. Harbord, president of the Radio Corporation of America and Charles M. Schwab, chairman of the board, Bethlehem Steel Corporation."

MEAT AND THE DIET.

"Meat and the Well Balanced Diet" is the title of a booklet recently issued by the Institute of American Meat Packers.

"This booklet," states President Wm.

Whitfield Woods in a bulletin to members of the Institute, "has been prepared by Dr. C. Robert Moulton, Director of the Institute's Department of Nutrition, and Everett B. Wilson, Assistant Director of the Department of Public Relations and Trade, as a means of bringing together under one cover a considerable amount of material on meat as a food.

"This material," Mr. Woods states further, "is not designed for general circulation but for issuance to persons having special interest in the subject. The Institute will undertake to send individual copies of the bulletin in response to inquiries which any member company may receive, from those with a special interest in the subject, on meat as a food."

The booklet explains very clearly the meaning of the well-balanced diet, emphasizing the part that meat should play in such a diet. "Through careful experimentation," it states, "scientists have found that our foods are made up of a number of important elements known as proteins, fats, carbohydrates, minerals, and vitamins, together with water and some roughage such as is found in green leafy vegetables, whole cereals, and certain fruits.

"It also has been determined that the human body must have certain minimum amounts of each of these foods or food elements if it is to function in the most efficient manner. A diet which

contains each of these elements in the proper proportions is said to be well balanced."

The booklet effectively demonstrates why meat holds the high position that it does among our various foods. Its palatability, its digestibility, the importance of its protein, mineral and vitamin content are emphasized.

"Authorities on nutrition," according to the booklet, "recommend meat as an important element in the well-balanced diet." "There is no reason known to modern science," it says, "why the normal individual can not eat his meat and enjoy it with the knowledge that it is a good and useful food."

CONTINENTAL CAN IN CUBA.

Negotiations between Continental Can Co., Inc., and the Sociedad Industrial de Cuba, S. A., of Havana, Cuba, have just been completed, resulting in the acquisition of the foreign company's assets and business by the Continental Can Co., Inc. The Sociedad Industrial de Cuba, incorporated in 1911, manufactures cans for packaging food and other products, such as talcum powder, shoe polish, paints, alcohol, oils, etc. In addition, the company manufactures bottle caps and lithographed signs. The company is the principal can manufacturer on the island and produces about 80 per cent of all the cans made in Cuba. Plans of Continental include the enlargement of the acquired company's facilities to meet the growing demand for all kinds of tin containers.



DETROIT PACKERS AND RETAILERS WITNESS NEW BEEF CUTTING METHODS.

The new methods of breaking up both beef and lamb carcasses being demonstrated by the National Live Stock and Meat Board in its educational campaign for the promotion of meat consumption, are meeting with widespread approval. In commenting on a lamb cutting demonstration held in an Eastern city one packer said: "Our dealers now ask, 'When can we have a beef cutting demonstration?' I am sure a great need for such a demonstration is apparent and would be productive of much good for our industry."

A beef cutting demonstration made before 250 meat retailers in another city brought forth the following comment from the secretary of the retailers' organization: "Over 250 retailers were present at this meeting. Everybody was well pleased. A number of the markets in the city had some of the beef patties on sale by noon of the next day."

The headquarters of a large chain organization, before which the beef cutting demonstration was given, recently reported that they were starting out immediately to apply this new cutting method 100 per cent in some of their markets, and that "Mr. Hartzell was able to sell everybody in the organization on his way of cutting slow moving cuts."

Self-Service Newest Step in Meat Merchandising

**Retailer Who Opened "Meateteria"
Showing Packaged Fresh Meat
Cuts Did Big Business from the Start**

Improvement in merchandising methods is receiving more attention today than any other one phase of the American meat industry.

The trend is all toward giving the meat buyer what she wants as quickly and in the most attractive form possible, and with a minimum of expense to the meat merchandiser.

Meats are being packaged more and more, chain store distribution is a growing problem, and types of retail establishments are gradually but surely undergoing a change.

One such change is in the development of retail markets employing as few countermen as possible, but rendering a maximum of service.

The one-man meat chain, fully described in recent issues of THE NATIONAL PROVISIONER, is one of the more recent types of meat shops now coming to the fore.

Self-Service Meat Stores

A still more recent type of market is the self-service meat department, which at least one successful meat man predicts will revolutionize retail meat merchandising.

Self-service merchandising methods have been adapted in this country more to other lines of merchandising than to meats.

But at Winnipeg, Manitoba, the Hudson's Bay Company—as described in the following article—has achieved signal success in the retailing of meats on the self-service plan. At least one big chain store organization in the United States is already installing self-service meat stores.

The following article describes the experience of the Hudson's Bay Company at Winnipeg.

Self-Servicing Meats

The self-servicing department of the Hudson's Bay Company store at Winnipeg, Man., was organized some ten or twelve months ago in conjunction with the company's groceria.

The first of these self-service units

used non-refrigerated fixtures. Two refrigerated units, similar to that shown in the accompanying illustration, have since been installed, and a third will shortly be put into operation.

The natural question is: What effect have these self-service units had on the volume of meats merchandised?

According to a statement made to THE NATIONAL PROVISIONER by J. C. Donaldson, retail manager for the Hudson's Bay Company in Winnipeg, the volume of meats sold since the "meateteria" units were installed has more than trebled.

Big Sales Volume in Small Space.

Up to the present time one of the Winnipeg stores has made over 4,000 sales of meat in one day from 80 feet of refrigerated display counter. So successful has the idea proved that the company expects during the coming season to sell from 40 to 50 per cent of its meats under the self-service plan of merchandising.

In the refrigerated display case used in these meateterias the refrigeration

pipes run through the top of the case and down through compartments at the bottom. This latter space is used for carrying meat stocks.

The temperature in the selling space is maintained at 50 degs., while the temperature of the lower compartments is held at 40 degs.

One of the most progressive meat merchandisers in Canada, the Hudson's Bay Company packages its meats wherever possible. Thus all products sold in the meateterias are wrapped in cellophane, with small tags inserted bearing the price of each article.

Success with Packaged Meats.

All kinds and cuts of meats are sold in this manner at the present time, with the exception of pickled meats. Within a very short time the company expects to market pickled meats and fish also, in packaged form.

Many different methods of packaging have been tried for the meateteria department, but the transparent wrapping has been found best suited. It enables the customer to see what she



MEAT SALES TREBLED IN A "SELF-SERVICE" MEAT DEPARTMENT.

The self-service department of the Hudson's Bay Company's meat store at Winnipeg, Canada, has proven so popular that its business has trebled in a short time.

Here the customer may choose for herself any kind and cut of meat she wants. Quality steaks of varying kinds and thickness are shown, as are prime ribs, rolled rib roasts and many other less popular cuts boned and prepared to appeal to the fancy of the buyer.

All meats are wrapped and fully protected before they are placed before the buyer in the chilled show cases.

In this "meateteria" not only fresh meats, but cooked and smoked meats as well, may be bought.

The lower part of the refrigerated cases are used for storage purposes, and are some 10 degs. colder than the upper part of the case.

In another department of the same store meats may be bought in the old way, being cut according to the customer's order. This is proving to be less attractive to the buyer than a wide variety of ready-prepared cuts from which a choice may be made.

is getting, and also makes a very attractive package.

Other types of wrappings are finding wide usage also, not only with cured, but with fresh meat as well. In the case of the hard-chilled pork and lamb chops recently introduced into retail markets in the United States, the parchment wrapper has been used and has been found advantageous.

In connection with the packaging of pickled meats, the company has experienced some difficulty in finding a gum which will hold the transparent wrapping together. The moisture from the pickled product—also true with packaged fresh meats—loosens the gum, causing the package to open.

A number of experiments have been and still are being made to find a gum which will hold the meat packages together. Mr. Donaldson states that a special gum from Belgium was tested out recently, but that it has not proved entirely satisfactory. However, it is expected that this difficulty will soon be overcome.

Questions About Sales Appeal.

Several advantages are claimed for the meateteria. From the customer's point of view it provides a more convenient form of merchandising than where a clerk attends their wants.

The meat consumer who shops in the self-service market gets exactly what she wants, with a minimum of time spent in waiting. This matter of waiting in line while other customers are having their orders prepared by countermen often is an important factor in a housewife's choice of a meat market.

It might seem at first glance that salesmanship—inducing customers to buy one or two items besides those they originally intended purchasing—is at a minimum in self-service markets. However, this is not true, Mr. Donaldson says.

Because this company has devoted itself to putting up its meats in attractive packages, the displays they thus strive for are "silent salesmen" in themselves.

Also, because the price of each article is plainly marked and visible through the wrapping, this often aids the housewife to make her selections.

And the over-solicitousness of clerks to make additional sales is completely eliminated in the meateteria method of retailing.

Advantages for the Retailer.

From the standpoint of the retailer, the self-service plan has the following advantages:

- 1—Delivery costs are eliminated.
- 2—Labor expense is reduced 50 per cent.
- 3—Profits are greater.



J. C. DONALDSON.

Head of the Hudson's Bay Company meat stores at Winnipeg, Man.

In addition to being an up-to-date meat merchandiser, Mr. Donaldson is a leader in livestock and meat activities in his territory. He is a member of the National Meat Board of Canada, and has been president of several livestock expositions.

He was the first to introduce branded fresh beef to the trade, which he did even before the Canadian government adopted grading and stamping of beef for the retail trade.

4—Volume is as great as by the present system.

5—The percentage of dissatisfied customers is practically zero. The customer can inspect the goods at leisure, sees that they are absolutely first-class before she buys, and therefore makes no complaints.

The retail policy of this company is stated by Mr. Donaldson as follows: "Give the customer the cuts she wants, put up the way she wants them, rather than the way the retailer would like to do it."

Pioneer in New Beef Cutting Methods.

The beef carcass, for instance, is broken up so as to produce the largest possible percentage of the most demanded cuts, with minimum of loss.

This method of breaking up the carcass is directly in line with suggestions made by the National Live Stock and Meat Board in the United States in connection with the national beef consumption campaign, and was described in the July 13, 1929, issue of THE NATIONAL PROVISIONER.

In the opinion of Mr. Donaldson the chain store, and particularly the self-service type of market, will ultimately revolutionize meat retailing. "There is," he says, "the greatest opportunity to revolutionize the meat trade and bring it up to the standard that many other lines of business have already obtained."

"Not enough thought and care have been taken by many so-called butchers in the care and handling of their meats. Too much beef of inferior quality has been sold for good meat."

"The man who is able to merchandise his meats, put up the way the customer wants them, cut the way the customer wants them—not the way the butcher thinks he would like to cut them—is the man who is going to make a success of the meat business."

MEAT GRADING IN ENGLAND.

An experiment in grading and marking meat in Great Britain, to identify the domestic product and to insure the buyer of getting one of three grades of meat, will be carried out this fall at two large centers, according to reports to the U. S. Department of Commerce.

Plans are not yet definitely settled, but it seems likely that London will be one of the centers selected, and Birmingham the other, the grading and marking of carcasses being done at the Islington and Birmingham abattoirs, respectively, if suitable arrangements can be made.

The carcass grades have been provisionally agreed upon between the ministry and the meat trade, the whole scheme having been marked out jointly by the ministry and the National Farmers' Union.

In British opinion, consumers will appreciate the advantages of the scheme. It will enable the housewife to know that she is not only getting genuine home-killed beef, but also is getting one of three recognized grades of quality.

The beef will be marked with a roller stamp through the length of the carcass in such a way that each of the principal retail cuts will bear an indication of origin and quality. (This is the method originated by Swift & Company in Chicago—Ed.)

Both these cities provisionally selected are areas where English beef has in recent years tended somewhat to lose ground.

ARGENTINE SLAUGHTERS.

Cattle slaughter in freezing and chilling establishments in Argentina showed a 1 per cent decrease to 1,489,000 during the first 6 months of 1929, compared with the same period of 1928. There was, however, an increase in sheep slaughter in these works of 21 per cent to 2,979,000, and in hog slaughter an increase of over 75 per cent to 260,000.

The cattle handled in preserved meat factories showed a 21 per cent decrease compared with the first 6 months of 1928. Slaughter of cattle at the Liniers market, Buenos Aires, mostly for home consumption, was 491,000, against 492,000 last year for the same period. Sheep and hog slaughters at the same market showed slight increases over 1928.

Did You Ever Put Your Work on the Scales?

**Do You Get Desired Results from
Your Efforts and Those Under You?
If Not, Why Not Weigh Your Work?**

By JAMES H. COLLINS, Author of "Human Nature in Selling Goods," "The Art of Handling Men," etc.

Editor's Note.—This is the third of a series of significant business articles by a nationally-known business writer which will appear in *The National Provisioner*.

If you have read Mr. Collins' interesting business stories in *The Saturday Evening Post*, you will want to read them here.

What he has to say on basic business problems may not be put in packer language, but it is easily recognizable as applicable to the situation in this or any modern business.

A nice conscientious, sympathetic stenographer was suddenly promoted, being given complete charge of the form-letter typewriting room in a large plant.

And then her troubles began. Because she was sympathetic, Susie, a scheming young woman, took advantage of the new boss the very first week, and got an increase in pay on general principles.

The new boss had never heard the story about the Irish road-gang foreman who always made an increase of pay conditional—the fellow who got it was to lose it again the moment he told anybody else.

Susie lost no time in advising other girls to strike for a raise, and before the nice conscientious, sympathetic manager was even ready to begin to demonstrate that the company had been wise in promoting her, she discovered that her pay-roll was mounting, and the work slumping off.

"Do you remember," asked her father, "how you were told always to watch the butcher's scales when we sent you to buy meat? Well, watch the scales now with those girls, and see that they give you full weight for your money. Pay them by the pound!"

Paid for the Work Done.

Next morning the new manager started them working by the pound. The number of words in each letter given out to be copied was counted, and the number of words written by each girl daily reported at quitting time.

This revealed astonishing differences in output. Susie, the schemer, was getting twice the pay that she earned, while another girl, apparently slow, led

everybody in the room in the quantity and quality of her work. In two months the output and accuracy of that typing room increased one hundred per cent.

Have you ever put your work on the scales?

Not everybody has. In the business world generally you will find the most fantastic notions about all kinds of work—that certain tasks can not be weighed, measured, counted, or reduced to any standard of quantity.

Work Is Now Being Measured.

And so there is underweight in some things, and overcount in others, and unjust differences between the pay and output of different individuals. But people are learning to count, measure, and reduce work to avoid dupos.

They used to say, when modern heat-treated steels began to come into use for tools and machine parts, that the only way to be sure of accurate results was to leave things to Bill Jones, who had a knack at tempering.

Bill Jones's results differed from day to day. Very often, on a Monday morning, he spoiled a lot of work. But what could you do about that? Heat-treating was a highly mysterious handicraft—really temperamental, to make a pun. Bill Jones had the "know how."

But by and by it occurred to some accurate soul to apply a pyrometer to Bill Jones's job. A pyrometer is simply an electric thermometer that gauges degrees of heat too high for an ordinary mercurial thermometer.

Before long the pyrometer had Bill Jones's job, and today alloy metals are treated in batteries of oil furnaces, each gauged by its pyrometer. There is a central temperature board, watched by a girl who notes each rise or fall in heat at one of the furnaces and signals accordingly to the man in charge.

Idea of Weighing Work Spreads.

This idea of weighing work struck the manager of a Los Angeles steam laundry who was having difficulty in his marking department.

It took three people to mark a bundle of laundry—one calling, another listing, and a third putting the mystic hieroglyphics on the collar or shirt. Despite care in selection of intelligent markers, work was always getting behind, and,

what was worse, was often marked wrong.

The manager decided to put this department on a piece-work basis, counting each marker's daily output. He made arrangements to weigh errors and allow for that in the pay scheme too, but on a sort of left-hand basis—instead of charging markers for the errors they made, he said he would pay them for the ones they didn't make.

A girl who marked a thousand pieces daily with but one error got eight and three-quarter cents a hundred. If she marked one hundred pieces more daily, her rate was nine cents a hundred, and from that on upward to ten and a half cents for two thousand pieces or more. In addition, if her weekly output showed an average of only one error in three thousand pieces, she got a bonus of fifty cents; for one error to forty-six hundred pieces, a bonus of seventy-five cents, and so on.

How the Work Speeded Up.

If that manager had been told before putting such work upon the scales that it could be speeded up from one hundred to one hundred and fifty pieces more an hour than the average output, he would have declared such records impossible in the marking room of a steam laundry.

But the results fairly ran away with him. His markers stiffened up their output all along the line, swung in solid phalanx past the two hundred an hour mark, and then passed the best records made in other laundries of two hundred and seventy-five pieces an hour.

That must be the limit, he thought. But they went on boosting the average above three hundred pieces, until today it has reached three hundred and sixteen, with extra wages and bonuses, for production and accuracy, about three dollars a week.

Tests Showed Up the System.

As soon as this work was put on the scales it began to show shortcomings in his own system.

Marking desks were found to be badly arranged; so they were laid out on a new plan, with convenient bins for each particular kind of work, and everything

(Continued on page 32.)

Educating the Hog Buyer

Some Reasons Why Pork Men Are Such Poor Guessers

Can anyone buy hogs?

Or, should a hog buyer have broad training before he spends the packer's money.

The feeling has been general that almost any kind of hogs will yield cuts for which there is a demand.

But the more packers know about hog yields, the more they begin to realize that hogs often do not look on the rail as they do on the hoof.

In some sections of the country, notably in Ohio, hogs are sold to the packer on the basis of their yield on the rail. This insures the packer receiving what he pays for and guarantees the farmer pay for what he actually sells.

Where this is not done, packers might come nearer getting just the hogs they pay for if their buyers had been put through a period of training on killing floor and in cutting rooms.

This plan of education is advocated by a hog buyer of long experience who has followed the articles on hog yield which have appeared from time to time in THE NATIONAL PROVISIONER. He says:

Editor THE NATIONAL PROVISIONER:

I have been following with interest some discussion in THE NATIONAL PROVISIONER on hog buying, especially your editorial in a recent issue on "Pork Men are Poor Guessers."

GUESSERS is right!

This is to be said in the hog buyer's favor, however, in drawing a comparison between hog buyers and cattle buyers. Your cattle buyer is estimating carcass yield, where your hog buyer estimates first carcass yield, and then must divide his estimate into 14 different parcels, ranging from 26¢ down to 2¢ in price per pound.

This cannot be learned in a stock yards alone.

In checking and grading the "buy" of a large packer, of the animals on foot and in the carcass, both direct shipments and those bought on order, it has been shown quite plainly that the order buyer could make a lot of money for the packer if the buyer had the ability to see the finished product in the live animal.

This is quite simple to the man who understands the pork business, as every hog buyer should handle the vast turnover of money in a year's "hog buy." He should have this knowledge, whether he is buying on order or exclusively for a packer in an open competitive market.

Very truly yours,
DAVID BLAIR,

Cudahy, Wis.

Hog Raiser Has His Say.

Another commendation comes on the editorial "Pork Men are Poor Guessers" from a well-known Ohio farmer who believes in delivering the goods. He says:

Editor THE NATIONAL PROVISIONER:

Your recent editorial "Pork Men are Poor Guessers" is very significant.

Push this matter as hard as you can. It is very important to farmers that they get pay accurately for what they produce. This will quickly develop the right kind of production.

With all good wishes,
L. H. GODDARD.

Bloomingburg, Ohio.

Packers' Traffic Problems

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

PROPER WAY TO LOAD HOGS.

By a Hog Buyer.

In order for a packer to realize the most from his raw material, it must be in as near perfect condition as possible at the start of the processing.

Hogs shipped in crowded cars are far from being in perfect condition for slaughtering. Those who have to ship their live hogs long distances for slaughter can make the double-deck livestock car an economic place of storage, or turn it into a most hazardous liability.

Hogs that die in transit are a loss to the owner and the carrier. This loss the packer can figure accurately in dollars and cents. The loss incurred by the hogs getting bruised is a loss that cannot be reckoned until the product is ready for distribution.

If the cars are to be loaded heavily, the drivers have to use extra effort to get all the hogs designated for each deck into their places. This extra effort causes the driving paddles to be used in excess.

After the hogs are loaded they seek comfort. This they cannot find. Inevitably their discomfort causes crowding, fighting, over-exertion and lack of rest, which results in bruising and often in death.

Hogs, in order to reach their destination in good condition, should be loaded so as to have enough room for each hog to lie down and stretch out.

The floor of a well-cared-for stock car is as comfortable as any stock yard floor. The swaying motion of the train and the rush of the air have the quieting tendency that no stock yard possesses.

If the hogs are driven considerably into the cars, and the cars loaded so as to weigh at their destination the prescribed minimum weights, the packer can be assured that his hogs will arrive at his plant alive, fresh, free from bruises and ready for slaughter.

AUSTRALIAN MEAT EXPORTS.

Exports of meat from Australia during June, 1929, according to advices to the U. S. Department of Commerce, were as follows:

	Mutton, carcasses.	Lamb, carcasses.	Beef, quarters.
To United Kingdom	9,658	23,852	129,829
Other countries	6,952	4,795	112,480
Total	16,610	28,647	242,309

Watch the "Wanted" page for bargains.

September 28, 1929.

THE NATIONAL PROVISIONER

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THE NATIONAL Provisioner

Chicago and New York

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Color and Meat Sales

Would the more general use of attractive colors for wrappings and packages and the renaming of many cuts increase the sales of meat?

One packer believes there are possibilities along this line and is giving the subject some thought and study. As proof of what can be done in this connection he cites the experience of an operator of a high school restaurant. By the use of colors and attractive names this man has been able to effect radical changes in the lunch habits of his customers.

Before the experiment was started the pupils spent ten cents out of each dollar of lunch money for brightly colored sweets. After the experiment had been under way a short time they spent five cents out of each dollar of lunch money for these foods.

The reason for this is explained as follows: Previous to the experiment the sweets did not have the competition of color and attractive names as applied to the other food products. When the other foods were presented as attractively as the sweets the sales of the former increased at the expense of the latter.

In this restaurant milk was placed on sale in plain transparent bottles and was not popular. When it was placed in amber colored bottles sales immediately shot up.

Lettuce sandwiches used to be passed by in favor of ham, but when the former were wrapped in green waxed paper the quantity of the two sandwiches consumed was reversed.

Names likewise helped to popularize many of the foods. Tomato soup was the general favorite, probably because of its color, but when clam chowder appeared under the name of "treasure island chow" sales increased many fold.

The competition of quality in meat products we have always had with us; now there is the competition of the package and the finer details of merchandising to be taken into consideration.

Simply putting a meat product in a package is not enough. The package must be of an attractive design and colors and the products must be given appealing names, it seems, if the maximum sales appeal is to be exerted.

Cattle and Beef Situation

Cattle feeders have been slow to fill their feedlots. They were waiting to find out just what the corn crop would do—not only the crop on their own acres, but that for the country as a whole.

Corn can be marketed, as a rule, in the form of beef and pork to the profit of the farmer and the advantage of his farm fertility. There are times, however, when corn marketed as grain holds out more promise of profit.

The government estimate of the corn crop on September 1 placed the crop expectations well below those of a year ago. Now, however, it is expected that the October 1 estimate will show improvement in corn prospects.

The last report showed the corn crop short in most corn belt states, as was pointed out in THE NATIONAL PROVISIONER of September 14. At that time Missouri was pointed to as the only near Corn Belt state indicating a yield in production well above that of a year ago. Unfortunately for Missouri this is not the case, as this state had the poorest crop indications on September 1 since 1918, the estimate being only 55 per cent of normal.

Another situation which has made cattle feeders hesitate has been the relatively high cost of feeders in relation to the fat cattle market, and the memory of the difficult situation of a year ago when there was wild bidding for cattle for feed and prices away beyond possible realization in the fed animal were paid.

Stronger support from feeders would help the cattle market at this time.

There are too many grass cattle for the trade to absorb profitably. A considerable percentage of these animals should pass through the feed lot before they come to the central markets for slaughter. In the larger consuming centers the demand is primarily for fed beef.

This does not mean the fancy beef from animals showing long feed, which is high costing and necessarily goes to a limited trade. It means the great quantity of beef that is graded medium to good. Corn Belt grain makes this kind of beef out of Western grass steers.

Practical Points for the Trade

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Polish Sausage

Polish sausage is popular in the fall of the year, and an Eastern sausage maker wants to know how to manufacture this product. He says:

Editor The National Provisioner:

Can you give us a good formula for making Polish sausage? We would like to use as much pork as possible. Should the meat be cured first or should it be used fresh? Should it be cooked before or after smoking?

A good formula for the manufacture of Polish sausage is as follows:

Meats:

30 lbs. fresh boneless chuck, trimmed
40 lbs. fresh extra lean pork trimmings
10 lbs. fresh pork cheek meat
20 lbs. fresh reasonably lean regular pork trimmings
—
100 lbs.

Seasoning, for 100 lbs. of meat:

2½ lbs. salt
8 oz. granulated sugar
2 oz. nitrate of soda or saltpeter
6 oz. ground white pepper
2 oz. ground coriander
2 oz. peeled garlic.

Grind the boneless chuck and pork cheeks through $\frac{1}{8}$ -in. plate of hashing machine. Grind lean and regular pork trimmings through $\frac{1}{2}$ -in. plate of hashing machine.

Put all meats together in mixer, adding seasoning and about 20 lbs. of ice water, and mix for about three minutes.

Stuffing—Stuff in medium or wide hog casings as desired. Puncture the casings when stuffing and link off about 6 in. in length. Casings must be stuffed to full capacity.

Hang on sausage truck and when truck is filled to capacity take to sausage room cooler at a temperature of 36 to 40 degs. F. Carefully spread on truck or hanging sections, and allow to remain in this cooler for at least 12 hours so the meat will cure in the casings.

The following day, remove from the cooler and allow to hang in natural temperatures for two or three hours. Then put in smokehouse at a temperature of 130 degs. for the first hour. For the second hour gradually raise to 150 degs., and for the third hour raise to 160 to 170 degs., as this product should be given considerable heat in the smokehouse.

Cooking—When sufficiently smoked, remove from the smokehouse and put in cook tank for 5 to 10 minutes, depending upon the size of the casings, and cook at a temperature of 160 degs.

At the expiration of cooking time re-

move from cook tank and shower with cold water, and allow to hang in natural temperatures to partially cool before delivering to storage cooler.

The finished product should always be carried in a sausage storage cooler at a temperature of 45 to 50 degs.

It is very important that manufacture be regulated according to sales outlet, as the trade purchasing this sausage demands a strictly fresh made product.

Formula for Cured Meats.

Another formula, in which all cured meats are used, is as follows:

Meats:

50 lbs. cured beef trimmings
50 lbs. cured pork cheeks
50 lbs. cured pork trimmings.

Grind the beef through $\frac{1}{8}$ -in. plate, pork cheeks through $\frac{1}{8}$ -in. plate and pork trimmings through $\frac{1}{2}$ -in. plate.

Chop beef trimmings in the silent cutter, adding 20 lbs. of chopped ice.

Seasoning:

9 oz. ground white pepper
3 oz. ground nutmeg
3 oz. ground garlic
3 oz. rubbed marjoram.

Mix all meats in the mixer for 3 minutes. Five per cent cereal may be added if desired.

Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

**Editor The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me your reprint on
"Making Dry Sausage."**

I am _____
I am not a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City State

5c in stamps enclosed.

Stuff in hog casings in links 8 to 10 in. long.

Smoke at 130 to 140 degs. F. for 2 hours, until a nice brown color is obtained.

Cook 30 minutes at 160 degs. F.

Showers with cold water and let hang at outside temperature for one hour. Then place in sausage storage cooler at 45 to 50 degs. F.

Polish Bologna.

For Polish bologna use the cured meat formula given above. Stuff in beef middles. Smoke as above and cook one hour at 160 degs. F.

Best Use for Tankage

What is the most profitable use to which tankage can be put? An Eastern packer raises the following question regarding this:

Editor The National Provisioner:

Could you advise us whether we could get more out of our tankage, that is, by processing it further into a chicken or animal feed or a fertilizer of some kind?

Up to the present time we have sold it as an unground animal tankage, an average analysis of which is as follows:

	Per cent
Moisture	5.30
Ammonia	8.35
Protein	42.00
Fat	13.40
Fiber	4.30
BPL	.21.85

Could all pork cracklings be used in combination with tankage in the manufacture of such a product described above?

The analysis of this packing company's product indicates that it is too low in its percentage of protein to make a satisfactory animal feed. Also, the fat content is too high.

Before this could be done it would be necessary to build up the product with some high test material such as blood, and reduce the bone and fiber content.

Where packers have a product of satisfactory chemical composition, they often install equipment which enables them to grind it to a satisfactory fineness and sack the material ready for delivery to farmers. Not infrequently the ground and sacked feed is sold to producers bringing hogs to the yards or plants.

If this is done it would be necessary to make a selection of material going into the rendering tanks so as to remove more of the bone and fibrous materials and dispose of them in other ways.

The addition of pork cracklings would increase the protein content of this tankage, but would also materially increase the grease content, which is already high.

English Cure Bacon

A Southern packer says he has calls for an "English cure bacon" and asks how to produce this product. He writes as follows:

Editor The National Provisioner:

We are having numerous calls for an English cure bacon. Our experience has been limited to sweet pickle and dry salt only.

We would like to get a good formula, one that will turn out a good firm product that will slice well in our climate.

Some packers make English style bacon from only heavy bellies, while others use the 9/10, 11/12 and 13/14 averages, nicely squared.

After being square cut the belly is flattened out and cured with the following cure for 100 lbs. of green meat:

3½ to 4 lbs. salt

8 oz. sugar

4 oz. saltpeter.

The meats are handled exactly as are dry salt meats during the curing process.

Another method of curing this style belly is to put the green meat in 100-deg. second pickle for 3 days. Then take out and stack to drain. The dry curing mixture for 100 lbs. of this meat should be 3 lbs. salt and 8 oz. sugar, but no saltpeter. It is then handled the same as when no pickle is used.

Either of these formulas should produce a nice, firm product, provided the bellies are good and firm when they go into cure. It is not possible to produce firm bellies by this or other processes if the meat comes from soft or oily hogs.



Why Sausage Loses Bloom

What makes smoked sausages lose their bloom in the storage cooler? A sausage maker who is experiencing this trouble says:

Editor The National Provisioner:

Can you explain why such sausages as wieners, frankfurts, bologna, etc., should lose their natural color and bloom after being in the ice box 36 to 48 hours?

The temperature of our cooler in which we stock these sausages is about 40 to 45 degs. The humidity is 90 to 95 degs.

This inquirer says the temperature of his storage cooler is 40 to 45 degs. This is too low for cooked sausages. Much better results will be obtained if the cooler is kept at 45 to 50 degs.

Also, the humidity is too high for best results. A humidity of 80 to 85 degs. is better for all smoked sausage, meat loaves, sliced bacon, etc.

Production should follow demand very closely on such products, avoiding as far as possible their remaining in the sausage maker's storage cooler for as long a period as 48 hours, or even 36 hours, whenever possible.



Do you use this page to get your questions answered?

Operating Pointers

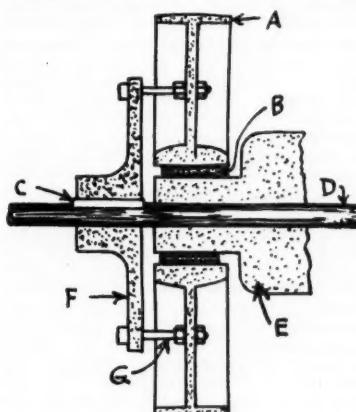
For the Superintendent, the Engineer, and the Master Mechanic

PREVENTS SHAFT DEFLECTION.

By W. F. Schaphorst, M. E.

An excellent way in which every bit of belt pull can be eliminated from shaft bearings is shown in the sketch herewith. Shaft deflection due to belt pull is, therefore, eliminated also. This method requires less space, and instead of two additional bearings as are sometimes used, there is only one—a roller bearing which consumes less power than ordinary plain bearings.

The sketch shows how, by turning down the housing "E" of the motor, if possible, or by casting such a housing and attaching to the motor and then mounting the pulley on this housing, and equipping with roller bearings "B" between the pulley and hub, all the



ELIMINATING BEARING STRAIN.

By mounting the pulley on the motor housing and equipping with roller bearings as shown, the force on the shaft is purely twisting or torsional. The only bending is that caused by the weight of the shaft and whatever weight the shaft supports.

belt pull falls directly upon the shaft housing.

The flexible coupling "F" is keyed onto the shaft "D" and is connected to the pulley "A" by means of bolts "G," or by other methods familiar to all who use flexible couplings.

By applying this method there can be no binding or deflection in the shaft, and friction is reduced to the minimum. No more space is used here than when the pulley is placed, as it often is, on the end of the shaft, thereby giving the undesired overhang.

With this method the force on the shaft is purely a twisting or torsional action—an ideal condition. The only bending is that caused by the weight of the shaft itself, plus whatever the shaft supports.

If desired, ball bearings may be used

in place of the roller bearings shown. Or, if roller or ball bearings are considered too expensive, simply use a plain bearing instead of the anti-friction type.

In any event, this arrangement is more satisfactory than where there is an overhanging pulley. Its first cost may be greater, but in many instances first cost is of much less importance than space and power saving.

RETINNING PLANT UTENSILS.

A small packer in the East is planning to do his retinning and regalvanizing of small articles such as meat hooks, bacon hangers, etc., and wants information on how to proceed.

Probably this packer would get better results if he would purchase for plant use one of the tinning devices that are on the market for the small packing plants and other places where there is work of this nature to do.

The apparatus is simple and can readily be understood and operated by almost any workman. With each outfit is furnished full directions for using it.

If this packer does not care to purchase such an outfit he can proceed as follows:

Clean the article to be retinned or regalvanized, taking care to see that all dirt and grease are removed. Then dip the article in a 50 per cent solution of hydrochloric acid, using a hook of wire or some other device. Do not put the hands in the acid or permit it to come in contact with the skin. The acid will remove all remaining foreign matter from the iron and make it chemically clean.

From the acid bath the article should be dipped in molten tin or zinc, depending on whether it is desired to retin or regalvanize. The amount of tin or zinc deposited on the iron can be regulated by repeated dippings.

BOILER TYPES DESCRIBED.

Meat plant engineers who are watching the developments in steam generating equipment will find much of interest in two booklets published recently.

One of these describes the three-drum boiler and by line drawings and reproductions of photographs of installations shows the different types for the different classes of service. Tests on a stoker-fired boiler of this design are also included.

The other booklet contains information on the economy boiler. This also contains illustrations and line drawings of the unit, as well as specifications for boilers with working pressures from 100 to 150 lbs. Sketches of different furnace designs for stoker and oil burner installations are also shown.

These boilers are manufactured by the Erie City Iron Works, Erie, Pa., and the booklets are being distributed by that firm.

September 28, 1929.

Chain Meat StoresNews and Views in This New Field
of Meat Distribution.**CHAIN STORE MEN MEET.**

The social and economic problems of chain store distribution were the subjects of discussion at the second annual convention of the National Chain Store Association, held in Chicago, September 23-25, 1929.

The morning sessions of the convention were devoted to a program including talks by leaders in the chain store field, and representative men in the fields of finance, production and government. The afternoons were given over to visits to large chain store plants in and around Chicago.

Important among the talks presented were: "The Trend of Distribution," by E. M. West, marketing advisor; "Chain Stores and Banks—Their Mutual Problems," by Craig B. Hazlewood, president, American Bankers' Association; "The Relation of Industry to Government," by Col. William J. Donovan, former Assistant Attorney General of the United States; "The Outlook for the Chain Store," by Dr. Julius Klein, Assistant Secretary of Commerce; "Modern Distribution—Its Possibilities and Responsibilities," by Bruce Barton of Barton, Durstine & Osborne, Inc.; "Chain Stores and the Farmer," by John Brandt, president, Land O' Lakes Creameries, Inc.

The following topics were discussed by leaders in the chain store field: "Marketing Mergers—Their Significance and Possibilities," by F. H. Massmann, vice-president, National Tea Co.; "The Price Problems of the Chain Store Industry," by W. T. Grant, chairman of the board, W. T. Grant Co.; "What Is the Chain Store's Responsibility to Its Community?" by E. C. Sams, president, J. C. Penney Co.

"Publicity and Advertising—Its Meaning to the Industry" was discussed by Godfrey M. Lebhar, Editor "Chain Store Age," and H. H. Lestico, president, H. H. Lestico Publishing Co., gave an illustrated talk on "The Chain Store and Its Personnel."

William Albers, president of the Kroger Grocery & Baking Co., with headquarters at Cincinnati, was elected president of the association for the coming year. Other officers are Edward Dale of Los Angeles, Paul Metzger of Chicago, M. G. Gibbs of Washington, D. C., and William H. Haroway of Denver, Colo., vice-presidents; Ward Melville of New York, N. Y., treasurer; and F. H. Massmann of Chicago, chairman of the executive committee.

Building up good will will be the major activity of the organization during the coming year.

CHAIN STORE NOTES.

The Snodgrass Food Company, a Colorado corporation operating 45 retail stores, 44 of which have meat markets, has been acquired by MacMarr Stores, Inc. The wholly owned subsidiaries of the Snodgrass Company,

the J. F. Sherman Mercantile Co. and the T. R. Coulson Fruit and Produce Co. were also acquired by MacMarr.

August sales totaling \$188,697,082 are reported by 24 chain store organizations, in various fields. This is an increase of 32 1/3 per cent over August, 1928. Total sales for the 8 months of the year amount to \$1,401,374,881, an increase of 28.1 per cent over the same period of 1928.

David Pender Stores report sales for August of \$1,341,275, an increase over 1928 August sales of 19.54 per cent. Total sales of this company for the first eight months of 1929 were \$10,240,211, or 9.88 per cent over those for the same period of last year.

Stahl-Meyer, Inc., reports net sales for the eight months ended August 24, 1929, of \$6,194,248, an increase of \$570,334 or 10.14 per cent, over the same period last year.

The Consolidated Food Products Co., a grocery manufacturing and distributing corporation in the Southwest, was announced in Dallas, Tex., recently. It is contemplated that the company will embrace the entire Southwest, with its factories and wholesale and retail houses, of which there are more than 50 already in operation. The retail stores of the organization are known as the Lotus Fine Food Stores, and are of the self-service, cash-and-carry type. At present the firm operates three wholesale grocery houses and one wholesale produce house in Texas. It has taken over the Panco Syrup Products Co. of Dallas and plans the manufacture of such food products as coffee and other food staples.

On September 17 the Strauss-Roth Stores, Inc., held a meeting of the members of the Massachusetts territory at the Hawthorne Hotel, Salem, Mass., at which plans were laid for the acquisition of 50 additional markets in Massachusetts. The gathering, which consisted of about thirty members and executives of the company, was addressed at length by M. M. Rosenthal and Irving Schapp. The new Strauss-Roth market at Meriden, Conn., was opened September 20. During the first week of October markets of this chain will be opened at Trenton, N. J.; Hartford, Conn.; Madison, N. J. and Asbury Park, N. J.

A holding company for food chain stores, to be known as the Chain Store Development Corporation, has been organized with George B. Wearen, founder of the Missouri-Illinois Stores Corporation, as president. At the outset it will control the Standard Dairy Stores, Inc., of New York City and the "M" System Stores Corporation which services 364 stores in 14 southern and southwestern states. In addition, the new corporation will own contracts for the acquisition of 73 stores operating in the southwest, 85 per cent of which are "M" stores. The new holding company has an authorized capitalization of 165,000 shares of capital stock. It is planned to control each operation in which it is interested.

Taxes amounting to \$32,000 were paid under protest by North Carolina chain stores in June, and executives of 17 chains in that state are contesting the law, which they declare to be unconstitutional. The law levies a tax of \$50 on each store after the first, belonging to a chain.

Financial NotesNews Notes and Practical Pointers
on the Money Side.**HORMEL STOCK OFFERINGS.**

Geo. A. Hormel & Co., Austin, Minn., offered for sale 60,000 shares of common stock at \$55 per share last week. The purpose of this financing is to reimburse the company for extensive capital expenditures made in plant improvements and extensions, and to provide additional working capital for the future expansion resulting from a public acceptance of the company's new branded products.

The company has an authorized capitalization of \$5,000,000 preferred stock of which \$1,455,200 is outstanding of the Class A 6 per cent stock, and \$104,500 of the Class B 7 per cent; and 500,000 shares of common stock of no par value of which there are outstanding 493,944 shares, including the 60,000 shares now offered.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on Sept. 25, 1929, or nearest previous date, together with the number of shares dealt in during the week and the closing prices on Sept. 18, or nearest previous date, were as follows:

	Sales	High	Low	Close	Wk. ended	Sept. 25	Sept. 25	Sept. 18
Amal. Leather	500	6	5 1/2	5 1/2	Sept. 25.	5 1/2	5 1/2	5 1/2
Do Pfd.	200	45	45	45	Do Pfd.	45	45	42
Amex. H. & L.	400	7 1/2	7 1/2	7 1/2	Amex. H. & L.	7 1/2	7 1/2	8 1/4
Do Pfd.	1,400	48 1/2	48 1/2	48 1/2	Do Pfd.	48 1/2	48 1/2	49
Amer. Stores	3,500	67	67	67	Amer. Stores	68 1/2	68 1/2	68 1/2
Armour Co.	13,100	11	10 1/2	10 1/2	Armour Co.	11	10 1/2	11 1/4
Do B.	18,200	6 1/2	5 3/4	5 3/4	Do B.	6 1/2	6 1/2	6 1/2
Do Pfd.	800	72 1/2	72	72	Do Pfd.	72	72	73
Barnett Leath.	1,000	83 1/2	83 1/2	83 1/2	Barnett Leath.	83 1/2	83 1/2	87
Do Pfd.	20	45	45	45	Do Pfd.	45	45	45
Beechnut Pack.	600	90	87 1/2	87 1/2	Beechnut Pack.	90	87 1/2	92
Bohack, H.	200	80	80	80	Bohack, H.	80	80	81 1/2
Brennan Pack.	1,300	37 1/2	35 1/2	35 1/2	Brennan Pack.	37 1/2	35 1/2	36 1/2
Chick. C. Oil.	7,000	70 1/2	69 1/2	69 1/2	Chick. C. Oil.	70 1/2	69 1/2	70 1/2
Childs C.	7,000	50 1/2	49 1/2	49 1/2	Childs C.	50 1/2	49 1/2	50 1/2
Chesterfield Pack.	500	60 1/2	60 1/2	60 1/2	Chesterfield Pack.	60 1/2	60 1/2	60 1/2
First Natl. Strs.	9,700	87 1/2	86	86	First Natl. Strs.	87 1/2	87 1/2	87 1/2
General Foods	41,300	63 1/2	62 1/2	62 1/2	General Foods	63 1/2	62 1/2	62 1/2
Gobel Co.	21,200	60 1/2	33 1/2	33 1/2	Gobel Co.	60 1/2	33 1/2	34 1/2
GT. A. & P. Pfd.	330	117	117	117	GT. A. & P. Pfd.	117	117	115 1/2
Hormel, Geo. A.	4,350	55 1/2	55	55	Hormel, Geo. A.	55 1/2	55	55 1/2
Hygrade Food.	6,100	28 1/2	26 1/2	28	Hygrade Food.	28 1/2	26 1/2	28 1/2
Kroger C. & B.	50,800	92 1/2	88 1/2	88 1/2	Kroger C. & B.	92 1/2	88 1/2	91 1/2
Libby McNeill, 12,850	17 1/2	16 1/2	16 1/2	16 1/2	Libby McNeill	17 1/2	16 1/2	18
MacMarr Strs.	3,900	40	40	40	MacMarr Strs.	40	40	40 1/2
Mayer, Oscar.	600	16 1/2	16	16	Mayer, Oscar.	16 1/2	16	17 1/2
Do 1st Pfd.	105	103	103	103	Do 1st Pfd.	103	103	103
Do 2nd Pfd.	111	108	108	108	Do 2nd Pfd.	108	108	108
Miller & H. Pfd.	1,100	70 1/2	70 1/2	70 1/2	Miller & H. Pfd.	70 1/2	70 1/2	70 1/2
Montgomery John.	2,000	7 1/2	7 1/2	7 1/2	Montgomery John.	7 1/2	7 1/2	7 1/2
Nat. Fd. Fr. A.	1,100	23	27	28	Nat. Fd. Fr. A.	23	27	28
Do B.	300	9	8 1/2	8 1/2	Do B.	9	8 1/2	9
Nat. Leather.	1,300	3 1/2	3 1/2	3 1/2	Nat. Leather.	3 1/2	3 1/2	3 1/2
Nat. Tea.	9,100	67 1/2	62 1/2	62 1/2	Nat. Tea.	67 1/2	62 1/2	63 1/2
Proc. & Gam.	18,700	87 1/2	85 1/2	85 1/2	Proc. & Gam.	87 1/2	85 1/2	87 1/2
Rath Pack.	2,450	33	33	33	Rath Pack.	33	33	34
Safeway Strs.	20,100	181 1/2	175 1/2	175 1/2	Safeway Strs.	181 1/2	175 1/2	183 1/2
Do 6% Pfd.	390	97 1/2	97 1/2	97 1/2	Do 6% Pfd.	97 1/2	97 1/2	100
Do 7% Pfd.	220	104	104	104	Do 7% Pfd.	104	104	105
Stahl-Meyer	200	36 1/2	36 1/2	36 1/2	Stahl-Meyer	36 1/2	36 1/2	36 1/2
Strauss-Roth	3,350	29 1/2	29 1/2	29 1/2	Strauss-Roth	29 1/2	29 1/2	29 1/2
Swift & Co.	2,000	183 1/2	178 1/2	178 1/2	Swift & Co.	183 1/2	178 1/2	180 1/2
Do 5% Pfd.	1,000	94 1/2	93 1/2	93 1/2	Do 5% Pfd.	93 1/2	93 1/2	94 1/2
Trotz Pork.	2,200	38	38	38	Trotz Pork.	38	38	42 1/2
U. S. Cold Str.	8,900	43 1/2	42 1/2	42 1/2	U. S. Cold Str.	43 1/2	42 1/2	42 1/2
U. S. Leather.	2,800	20 1/2	20 1/2	20 1/2	U. S. Leather.	20 1/2	20 1/2	22
Do A.	2,500	34	34	34	Do A.	34	34	35
Do Fr. Pfd.	1,500	94 1/2	94 1/2	94 1/2	Do Fr. Pfd.	94 1/2	94 1/2	95 1/2
Wesson Oil	3,800	32 1/2	32 1/2	32 1/2	Wesson Oil	32 1/2	32 1/2	34 1/2
Do Pfd.	1,300	58 1/2	58 1/2	58 1/2	Do Pfd.	58 1/2	58 1/2	58 1/2
Wilson & Co.	3,400	52 1/2	52 1/2	52 1/2	Wilson & Co.	52 1/2	52 1/2	56 1/2
Do A.	2,300	14 1/2	14 1/2	14 1/2	Do A.	14 1/2	14 1/2	15 1/2
Do Pfd.	1,000	53 1/2	52 1/2	52 1/2	Do Pfd.	53 1/2	52 1/2	55

A Page for the Packer Salesman

Changing Sales Methods

Bring With Them Selling Problems to Be Solved

The new merchandising methods we are hearing so much about today extend further than simply putting the products of the meat plant in wrappings and packages.

When the consumer can identify the origin of most meat products she will not have to rely on the retailer to the extent she does today. She will soon learn to know what she wants and where to go to get it.

Today the retailer uses his judgment when placing his orders for merchandise, but more and more he will be governed by consumer demand. He will stock those products his trade wants.

This changing situation is having its effect on selling methods. Instead of convincing the retailer that his goods are the best buy, the salesman must convince him that they will be acceptable to the housewife.

One salesman discusses briefly this phase of sales work in the following letter.

Editor THE NATIONAL PROVISIONER:

In a recent issue of THE NATIONAL PROVISIONER a packer salesman had some comments to make on the new order of merchandising in the meat industry.

Among other things he suggested that if meat salesmen did not adjust themselves to this new merchandising they probably would find the going difficult.

I agree with him. But how is the packer salesman to "adjust" himself to these new conditions?

The problem is largely one of mind, it seems to me.

Close to the Consumer.

We must realize that the meat packer is getting closer to the consumer. More and more wrapping and packaging is creating consumer demand for certain products. The time is rapidly approaching when the retailer will regulate the majority of his purchases to meet the specific wishes of those who deal with him.

This means that the salesman must develop a new selling slant. He must give more attention to consumer preferences, and base his selling talks and campaigns with this thought in mind.

In the past the consumer asked for certain meats. Today, to a considerable

extent, she is asking for particular brands of meats. And as the practice of wrapping and packaging the products of the meat plant becomes more general, she will ask for more and more products she can identify by brands, labels and trademarks.

Tell It to the Retailer.

Salesmen might profitably dwell more at length on this angle in their talks with retailers. They might talk more about the sales appeal of the package, the facilities for displaying it to advantage, the convenient manner in which the merchandise is put up and processed, the advertising and sales display matter issued by his company, and other factors which aid the retailer to move the goods quickly and profitably.

The important point to remember is that the salesman can sell to the retailer only as much meat as the consumer will buy and that, more and more, the retailer will be governed in his buying by the wishes and desires of his customers.

It is not within the province of the salesman to create consumer demand, but he can influence it to a considerable extent.

Influencing Consumer Demand.

Seeing that his products get an even break with those of competitors in the matter of display is one thing to watch. Quite often a customer is won to a product out of curiosity. The package interests her, and she buys the product, likes it and sticks to it.

A retailer does not hesitate to recommend a brand he knows is first-class. When a salesman induces a retailer to try his goods he practices good salesmanship.

Let's also see that the advertising and store display matter sent to our customers is used. It is expensive, and when it is not used both the plant and the retailer lose.

Yours truly,

MEAT SALESMAN.

MEATS EASILY DIGESTED.

Do the retailers on whom you call know as much about meat as they should? Are they in a position to pass on to consumers facts about meats not generally known, and which housewives would appreciate having?

For example: Few foods are more digestible than meats. The proteins, or body-building material, are almost entirely digested, and about 96 per cent of the fat is digestible.



WHAT IS YOUR SELLING UNIT?

By T. R. Bradley.

Did you know that you are sure to make a certain number of sales in a certain number of calls over a period of time?

In other words, every salesman has a definite sales unit (ratio of calls to sales) which can be determined definitely and can be depended upon. This ratio is not the same for every salesman, of course, but nevertheless you can find out just what your ratio is and simply by increasing your number of calls per day or per week you can increase your total sales.

The law that governs your sales is called the "law of compensation." It is used by insurance companies in determining mortality schedules. It governs election campaigns. It governs sales campaigns and advertising expenditures.

Whether you recognize it or not, you are controlled by this law of compensation. You are a salesman because for every unit of producers there must be a certain unit of distributors. Your company owes its existence to this law because for every one thousand population there is a certain quantity of meat products consumed. Your employer knows that by employing a certain number of salesmen to cover these areas of population, he will get a certain amount of business.

The law of compensation is as certain as death and taxes—you can't get away from it.

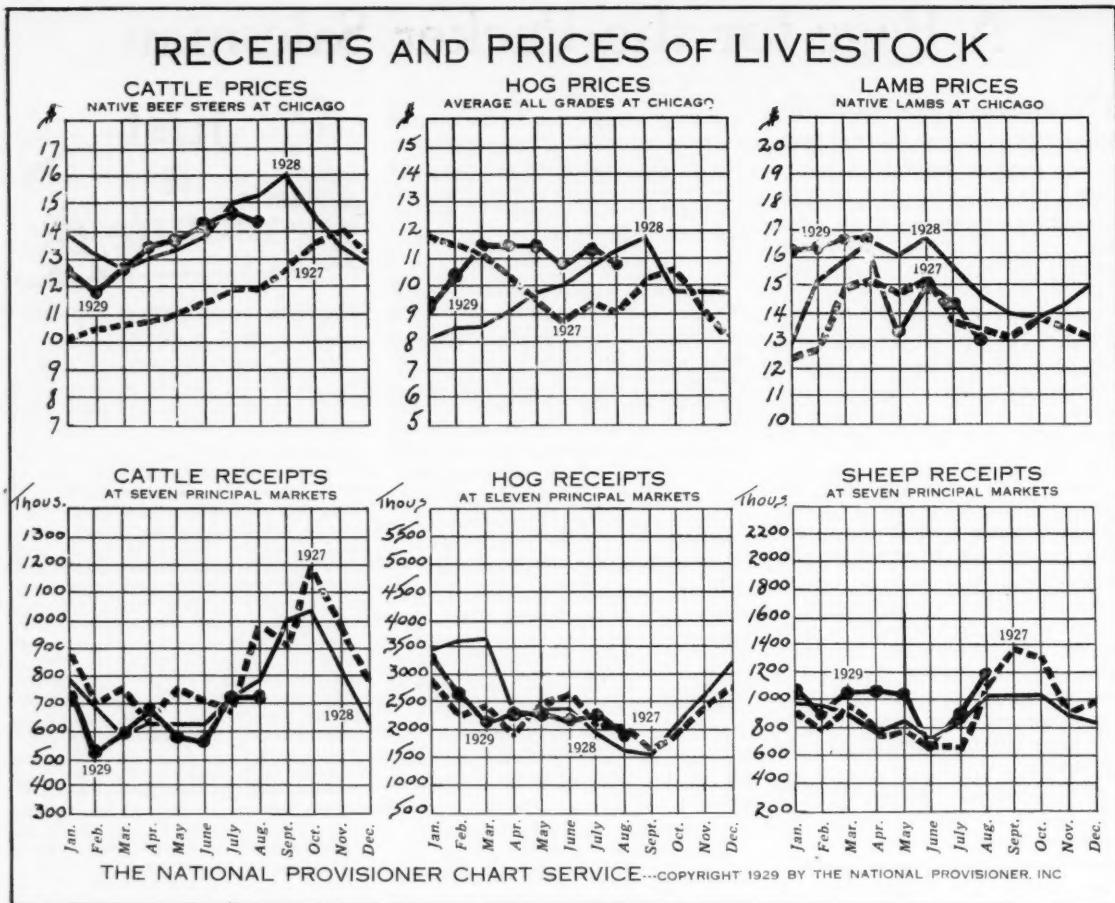
So, by determining your ratio of sales to calls, which is known as the "selling unit," you have something definite to work on. Try it just for a week. Set down the number of calls and opposite enter the actual number of sales. Simply by dividing, you arrive at your sales unit.

Here is where the fun begins. Your job, then, is to reduce the "selling unit." Just as a baseball player goes out to increase his batting average, as a golfer tries each time to reduce his score, you can likewise have a lot of fun reducing your "selling unit."

You can do it! Everybody can. It will provide you with some real sport if you go at it in the proper spirit, and it will get some real results—results that are tangible and which will bring you increased earnings and bigger prestige with your company.

Why not put some science into your work? Let Old Man Compensation work with you. You will never get very far by going about your work in an aimless, haphazard manner.

This is one of a series of "One Minute Sales Talks" which will appear regularly on this page.



These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of livestock at Chicago, and receipts of livestock at the principal markets of the country during the first eight months of 1929, compared with those of the two years previous.

Cattle.—During the first seven months of the year prices of native beef steers showed a steadily upward trend from February on. The second month of the year marked the end of the decline in price from the high level reached in the early fall of 1928.

During August the price peak was passed due to large supplies of fed steers appearing on the market with considerable numbers of grass fat cattle. The market for feeder cattle has been none too strong, and this has forced into slaughter channels large numbers of animals which have had a depressing price influence throughout most of the cattle market.

If the corn crop proves to be as light as estimates indicate, there may be considerable shortage in the supply of fed cattle during the early months of 1930, particularly as considerable hesitancy has been shown in filling feedlots at prevailing live prices.

Hogs.—Ever since last May, hog prices have fluctuated from month to month, influenced by heavy storage stocks, by the belief on the part of a good many packers that the hog supply would be very short during the summer, and by hog marketings heavier in the

late summer than those of a year ago. In general, conditions of hog prices and hog supplies have been such as to result in a none too satisfactory situation for the industry during the closing months of the fiscal year.

In May and June, receipts fell off. Corn prices were low and with the dropping off in price of hogs receipts declined, many hogs being held back for further feed and to await a better market. The June hog supply was below normal and the trade appeared convinced of the fact that the expected shortage had arrived. With the coming of July new high price levels were made for the year. Considerable variation was evident in the quality of hogs and the price spread widened.

August hog runs failed to show the usual late summer shortage until near the end of the month, but in spite of this the average price at Chicago was \$10.70. The receipts included large numbers of light and unfinished hogs, many of which were new crop animals. This run of unfinished hogs did not long continue, and receipts soon began to show considerable quality, with some improvement in price.

The outlet for both green and cured hog products has been unsatisfactory and accumulations in storage are considerable. Prices are low and much of the product sent into cure with the thought of a strong late summer de-

mand has moved at levels near to or below costs.

Lambs.—Lamb prices have fluctuated sharply during the past four months, being in marked contrast to the fairly even price level of the first four months of the year.

Lambs came to some of the principal markets in almost record numbers during May, resulting in a sharp drop in price. Considerable recovery was made in June, the market for the month as a whole being on a fairly high level. July and August witnessed a new decline, with August showing the lowest point of the year.

Price depressing influences in the lamb market have been: Receipts larger than those of a year ago, slow demand for dressed product, a somewhat unsatisfactory wool market, and the large percentage of thin lambs included in the receipts.

CANADIAN MEATS IN STORAGE.

Cold storage holdings of meats in Canada as of September 1, 1929, as reported by the Dominion Live Stock Branch, with comparisons, were as follows:

	Sept. 1, 1929,	Aug. 1, 1928,	Sept. 1, 1928,	Sept. 1, 1929,
Beef	9,072,343	8,900,670	8,078,125	9,707,484
Veal	2,178,843	1,948,529	1,197,247	1,157,701
Pork	27,425,550	31,857,878	31,634,319	32,406,830
Mutton & Lamb	821,815	688,822	633,092	573,374

Provision and Lard Markets

WEEKLY REVIEW

Market Active—Lard Weak—Hogs Steadier—Western Run Liberal—Cash Trade Moderate—Liquidation Factor—Shorts Best Buyers—Sentiment More Divided.

The developments in hog products the past week were a rally in the hog price but a continuance of weakness in the futures market, particularly lard. Long holders in the nearby positions were persistent sellers, dumping large quantities upon the market, partly outright and partly in the way of switching to the futures. This made for relative weakness in the nearby lard deliveries. Although the hog market was better at times, the western run continued comparatively liberal, and more or less pressure was noted on futures from packers and warehousemen. This, apparently, was hedging.

The best support in lard appeared to come from shorts, although at times there was evidence of buying through packers' brokers, apparently with a view of steadyng the market. On the small upturns, offerings increased and the bulges failed to hold, giving the market a distinctly weak appearance notwithstanding the steady downturn of late. The liquidation prior to October tender day, however, was more or less general and has undoubtedly strengthened the technical position of the market.

As a result sentiment appeared more divided, but there was not sufficient speculative absorption to lift the load from the market. The reasonableness of the prevailing levels was freely discussed, but the market lacked the support of a broad cash trade. Although some were inclined to look for a decrease in stocks the last half of this month, the fact that edible greases promised to be in plentiful supply for the immediate future came in for some consideration.

Hog Prices Higher.

On the whole there was little or nothing in the news to induce buying power of late other than the breaks. The corn level held fairly well, causing some comment, as did also an analysis of the last Government report showing a production of feed grains in North America of 4,489,000,000 bu. against 5,418,000,000 bu. last year, a decrease of 929,000,000 bu. This, it was felt, would make for comparatively high feeding costs the balance of the season. On the other hand, the trade had before it whether or not the feedstuffs situation was to cause persistent liquidation of livestock.

The hog price average last week at Chicago was 10.20c, compared with 9.65c the previous week and 11.80c the same time a year ago. The average weight of hogs received at Chicago last week was 242 lbs., against 246 lbs. the

previous week, 239 lbs. a year ago, and 255 lbs. two years ago.

The official exports of lard for the week ended September 14 were placed at 9,702,000 lbs., against 13,757,000 lbs. the previous week, and 9,897,000 lbs. the same week last year. The exports of lard from January 1 to September 14 totaled 554,149,000 lbs., against 516,289,000 lbs. the same time a year ago.

Ham Exports Up.

The exports of hams and shoulders, including Wiltshires, were 1,490,000 lbs. for the week, against 1,244,000 lbs. last year, making the year's exports to date 93,706,000 lbs. against 99,436,000 lbs. last year. The exports of bacon, including Cumblands, for the week was 2,110,000 lbs., against 1,649,000 lbs. last year, making the total for the year to date 104,367,000 lbs., against 96,755,000 lbs. the same time last year.

The compound lard price has held rather steady while the lard price has been on the down grade of late, and the possibilities of compound meeting increased competition from lard was talked of in some quarters. Those looking at the future were paying some attention to the belief that sooner or later the smaller number of hogs in the country must have some effect on the situation, while at the same time there is a feeling that the present corn and hog price situation might result in a further decrease in hog breedings.

It is argued that should the latter materialize at a time when domestic trade will be broadening during the winter, and coming on a sold-out market, it might have greater effect than will otherwise be the case. Against this there is the outlook for a goodly crush of new crop cotton oil, but the tendency of oil consumption the past several years has been in directions other than in the compound lard field.

PORK—The market at New York was steady with trade routine. Mess was quoted at \$30.50; family, \$37.50; fat backs, \$24.00@26.50.

LARD—The market was rather heavy in tone, influenced by hogs and a decline in futures. Cash trade was fair but largely routine. At New York, prime western was quoted at 11.85@11.95c; middle western, 11.70@11.80c; city, 11½@11¾c; refined continent, 12¾c; South America, 13c; Brazil kegs, 14c; compound, car lots, 11¼c; smaller lots, 11½c.

At Chicago, regular lard in round lots was quoted at September price; loose lard, 5c under September; leaf lard, 20c over September.

BEEF—The market was steady, but trade was rather quiet at New York. Mess was quoted at \$25.00; packet, \$26.00@27.00; family, \$28.00@29.00; extra India mess, \$42.00@44.00; No. 1 canned corned beef, \$3.10; No. 2 6 lb. South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 45 for later markets.

BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, Sept. 26, 1929.—General provision market dull; trading extremely quiet. Demand very slow for hams, square shoulders, picnics and pure lard.

Friday's prices were as follows: Hams, American cut, 100s; Liverpool shoulders, square, none; hams, long cut, 103s; picnics, 76s; short backs, 93s; bellies, clear, 82s; Canadian, 100s; Cumberland, 85s; spot lard, 61s.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Sept. 1 to Sept. 25, 1929, totaled 27,393,270 lbs.; tallow, none; greases, 1,255,000 lbs.; stearine, none.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Sept. 21, 1929, are reported as follows:

HAMS AND SHOULDERS, INCLUDING WILTSRIES.

	Week ended	Sept.	Sept.	Sept.	Sept.	Jan. 1
	Sept.	21	22	23	24	25 to
Total	1,102	1,096	1,400	98,522		
To Belgium	1,086	1,063	1,145	78,103		
United Kingdom	367	442	942	38,037		
Cuba	15	41	29	5,342		
Other countries	91	234	291	12,849		

BACON, INCLUDING CUMBRLANDS.

Total	1,831	1,749	2,110	107,946
To Germany	344	272	115	7,434
United Kingdom	1,038	988	989	45,372
Other Europe	367	442	942	38,037
Cuba	43	—	13	10,641
Other countries	39	47	51	6,462

LARD.

Total	13,072	10,361	9,702	573,511
To Germany	5,885	2,244	2,686	144,201
Netherlands	703	648	1,063	29,582
United Kingdom	3,792	3,220	2,523	171,834
Other Europe	878	1,084	1,252	65,050
Cuba	1,279	1,253	1,321	57,901
Other countries	535	1,012	857	104,934

PICKLED PORK.

Total	487	206	278	30,966
To United Kingdom	5	131	34	5,407
Other Europe	1	22	—	2,779
Canada	409	81	201	7,442
Other countries	21	32	43	15,338

TOTAL EXPORTS BY PORTS.

Week ended Sept. 21, 1929.	Hams and shoulders, M lbs.	Bacon, M lbs.	Pickled lard, M lbs.
Total	1,192	1,831	13,072
Boston	2	—	17
Detroit	713	400	877
Port Huron	445	130	1,008
Key West	—	—	937
New Orleans	32	47	877
New York	—	1,254	9,315

DESTINATION OF EXPORTS.

Exported to:	Hams and shoulders, M lbs.	Bacon, M lbs.
United Kingdom (Total)	1,086	1,038
Liverpool	556	727
London	295	82
Manchester	28	—
Glasgow	108	43
Other United Kingdom	99	186

Exported to:	Lard, M lbs.
Germany (Total)	5,885
Hamburg	5,650
Other Germany	235

September 28, 1929.

Heat CONTROL

Powers Thermostatic Regulators
are accurate and dependable. There is one for every process in the packing industry. Write us about any temperature problem troubling you and we will send bulletin describing the type of regulator that will give you the best results.
37 Years of Specialization in Temperature Control
2725 Greenview Ave., Chicago. Also 35 other cities.

The POWERS REGULATOR CO.

JULY CANNED MEAT EXPORTS.
Domestic exports of canned meats from the United States during July, 1929, according to the U. S. Bureau of Foreign and Domestic Commerce, were:

Beef, 242,540 lbs., valued at \$84,023; pork, 956,851 lbs., valued at \$333,391; sausage, 222,143 lbs., valued at \$58,688; other canned meats, 289,941 lbs., valued at \$65,488.

Shipments of canned meats from this country to non-contiguous territory:

Alaska—Beef, 33,517 lbs., valued at \$9,000; sausage, 5,882 lbs., valued at \$1,933.

Hawaii—Beef, 8,793 lbs., valued at \$2,329; pork, 10,656 lbs., valued at \$4,436; sausage, 12,262 lbs., valued at \$3,244; other canned meats, 52,973 lbs., valued at \$13,761.

Porto Rico—Beef, 240 lbs., valued at \$48; pork, 17,544 lbs., valued at \$1,975; sausage, 36,676 lbs., valued at \$9,075; other canned meats, 38,931 lbs., valued at \$3,947.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended Sept. 21, 1929, according to the U. S. Bureau of Agricultural Economics:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.....	90,000 lbs.	
Australia—Sheep carcasses	4,000	
Canada—Ham	661 lbs.	
Canada—Bacon	2,635 lbs.	
Canada—Beef extract	3,000 lbs.	
Canada—Beef cuts	62,73 lbs.	
Canada—Veal	158	
Canada—Quarters of beef	360	
Germany—Ham	4,842 lbs.	
Germany—Sausage	6,047 lbs.	
Germany—Bacon	318 lbs.	
Ireland—Bacon	2,812 lbs.	
Ireland—Ham	563 lbs.	
Italy—Sausage	1,992 lbs.	
Italy—Hams	240 lbs.	
Switzerland—Sausage	150 lbs.	

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended Sept. 23, 1929, amounted to 5,020 metric tons, compared with 4,848 metric tons the same week of 1928.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Sept. 25, 1929.—A few cars of ground dried blood were sold at \$4.25 and what small quantity is now being offered is held at \$4.35 per unit of ammonia, f.o.b. New York, prompt shipment. South American ground dried blood, October shipment, offered at \$4.50 per unit, c.i.f., with rather slight buying interest shown at present.

Ground tankage is being offered at \$4.40 and 10c, basis f.o.b. New York, some sellers asking a little higher price for both the ground and unground tankage. Stocks are light.

Chesapeake Bay unground dried fish scrap is still being sold at \$3.65 and 10c, f.o.b. fish factories, Virginia, which is a big drop in price from that prevailing a year ago.

Trading is rather limited in nitrate of soda, sulphate of ammonia and similar fertilizer materials.

CANADIAN MEAT EXPORTS.

Exports of livestock and meats from Canada to the United States for August, 1929, and the eight months ended August, according to the Dominion Live Stock Branch:

Live stock,	Aug.,	Aug.,	8 mos. ended Aug.,
No.—	1929.	1928.	1929.
Cattle	21,469	25,082	80,623
Calves	10,405	8,342	71,328
Hogs	775	643	1,621
Sheep	715	995	822

Meats,
lbs.:

Beef	4,707,300	6,572,600	17,252,600	26,171,600
Bacon	110,500	176,500	1,565,300	2,513,500
Pork	342,600	834,600	2,530,500	4,113,000
Mutton	18,300	21,200	70,460	77,500

BEMIS MEAT BAGS AND COVERS

Ham, Bacon and Sausage BAGS

Cured meats are kept cleaner and sell faster in Bemis Cotton Covers and Bags. They come to you shaped and sized to fit; easily closed. Write for samples and prices.

BEMIS BRO. BAG CO.

Specialty Dept.
420 Poplar Street, St. Louis, Mo.

L396

THOMSON & TAYLOR COMPANY

Recleaned Whole and Ground Spices for Meat Packers

CHICAGO, ILLINOIS

Cold Storage Installation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue, West 22nd St., Philadelphia, Pa.
526-530 St. Paul St., Baltimore, Md.
902 Woodward Bldg., Washington, D. C.

20 MULE TEAM BORAX

**Antiseptic
Cleansing
Deodorizing**

Use 20 MULE TEAM BORAX when any cleansing is to be done. It softens water. It cleans thoroughly. It inhibits the growth of the bacteria of decomposition and leaves things sweet and wholesome. It is especially good when washing anything that comes in contact with meat because it is harmless.

PACIFIC COAST BORAX COMPANY

51 Madison Ave., New York City

Chicago, Ill.

Wilmington, Cal.

September 28, 1929.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A decidedly strong situation continued in the tallow market in the East, with a good consuming demand in evidence and an absence of pressure of supplies on the market. During the past week, indications were that soapers had absorbed about 750,000 lbs. of extra, f.o.b. New York, at 8½c, a new high for the move. This is a gain of 1½c a pound from the low point. At no time was there any increased pressure of supplies in evidence, indications being that producers were well sold up and in fact sold ahead in some cases.

At New York, special was quoted at 8½c over the last sales figure. The conditions were such that, notwithstanding the rapidity of the advance of late, sentiment continues generally favorable towards the market. Some were openly anticipating still better levels. The tone in competing quarters was steady to firm, but some are beginning to watch the crude cotton oil market more closely although oil is not coming out freely, with 7½c bid in the Southeast and Valley and 7½c bid in Texas.

At New York special was quoted at 8½c; extra, 8½@8¾c; edible, 9½c. At Chicago trading in tallow, was rather moderate, but inquiry continued rather good, and the tone was firm. Edible tallow, Chicago, was quoted at 9¾c following some business at that figure f.o.b.; fancy, 9@9¼c; prime packer, 8¾c; No. 1, 8c; No. 2, 7¾c.

At the London auction prices were unchanged to 6d lower than the previous sales, with some 1,225 casks offered of which 573 were sold. Mutton was quoted at 40s@41s 6d; beef, 39s@43s; good mixed, 36s 6d@39s 6d. At Liverpool, Australian tallow was unchanged for the week. Choice was quoted at 41s 3d and good mixed at 39s 9d.

STEARINE—The market ruled rather quiet but steady at New York. Oleo was quoted at 10%@11c. At Chicago, the market was rather slow but steady. Oleo was quoted at 10%.

OLEO OIL—While business was quiet at New York, the market was steadily held. Extra was quoted at 11%@11½c; medium, 10%@10%; poor grades, at 10c. At Chicago, interest was moderate, but the market was steady. Extra was quoted at 11c.

See page 45 for later markets.

LARD OIL—Consuming demand was somewhat better and the market ruled rather steady. Edible, New York, was

quoted at 15½c; extra winter, 14¾c; extra, 12½c; extra No. 1, 12c; No. 1, 11½c; No. 2, 11½c.

NEATSFOOT OIL—Demand was steady to mouth, but the market was steady with strength in raw materials. At New York, pure was quoted at 14½c; extra, 12½c; No. 1, 12c; cold test, 18½c.

GREASES—The situation in the grease market was one of moderate trade but a firm tone. Offerings were well held owing to the upturn in tallow, but the demand for grease appeared to be mainly for heavy body stuff, with ordinary greases meeting only routine interest. Some business passed at New York in superior house on a basis of 7¾c delivered, but sellers were later asking 8c delivered. Yellow and house were quoted at 7½@7¾c; A white, 8c; B white, 7¾c; choice white, 9@9¼c.

At Chicago, interest in greases was rather quiet, although fairly good inquiry for the better grades, particularly choice white for domestic and export, was noted. The medium and low grade stuff, however, showed strength. At Chicago, brown was quoted at 7¾c; yellow, 7½@7¾c; A white, 8c; B white, 7½@7¾c; choice white, 8½c.

By-Products Markets

Chicago, Sept. 26, 1929.

Blood.

Market for blood continues quiet and easy, at \$4.85 to \$5.00 per unit ammonia, basis Chicago.

Unit Ammonia.

Ground and unground.....\$4.85@5.00

Digester Feed Tankage Materials.

Light trading reported in feeding tankage materials, with little product being offered and producers fairly well sold up. Market easy at \$5.25 and 10c, f.o.b. Chicago.

Unit Ammonia.

Ground, 11½ to 12% ammonia.....\$5.25@ 5.35 & 10

Unground, 11½ to 12% ammonia.....5.10@ 5.25 & 10

Ground, 6 to 8% ammonia.....4.60@ 4.85 & 10

Unground, 6 to 8% ammonia.....4.40@ 4.65 & 10

Liquid stick.....3.85@ 4.10

Steam bone meal, special feeding, per ton.....42.00@45.00

Fertilizer Materials.

Prices of fertilizer materials unchanged on continued fair trading ac-

tivity. Hoof meal dull, last sales reported on basis \$3.00 to \$3.25 per unit ammonia.

High grd. ground, 10@11% am..\$ 3.65@ 3.75 & 10
Low grd., and ungr., 6-9% am.. @ 3.50 & 10
Hoof meal @ 3.25
Bone tankage, low grd., per ton 24.00@25.00

Bone Meals (Fertilizer Grades).

No activity reported in bone meals of fertilizer grade. Prices nominal.

Per Ton.

Raw bone meal\$50.00@55.00
Steam, ground, 3 & 50.....31.00@32.00
Steam, unground, 3 & 50.....29.00@31.00

Cracklings.

Few offerings of cracklings just at present, market generally quiet with prices rather nominal. Hard pressed and expeller, \$1.15 to \$1.20, Chicago, per unit protein.

Per Ton.

Hard pressed and exp. unground, per unit protein \$1.15@ 1.20
Soft prsd. pork, ac. grease & quality 75.00@80.00
Soft prsd. beef, ac. grease & quality 55.00@60.00

Gelatine and Glue Stocks.

Market for gelatine and glue stocks is fairly strong. Stocks are not heavy, and producers can sell if they have product on hand. No trading in cattle jaws, skulls and knuckles, prices nominal.

Per Ton.

Kip and calf stock\$38.00@42.00
Hide trimmings30.00@33.00
Horn pits42.00@43.00
Cattle jaws, skulls and knuckles.....46.00@47.00
Skins, pizzles35.00@36.00
Pig skin scraps and trim., per lb. @ 5c

Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade.....\$75.00@150.00
Mfg. skin bones50.00@130.00
Cattle hoofs45.00@ 47.00
Junk bones27.00@ 28.00
(Note—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Animal hair market just now is lifeless, with no inquiries, no trading reported and prices nominal.

Calf and field dried.....2 @ 2½c
Processed grey, summer, per lb. 4 @ 5c
Processed grey, winter, per lb. 6 @ 6½c
Cattle switches, each*.....4½@ 5½c

*According to count.

During June, 1929, 600,000 lbs. of sausage casings, valued at \$875,600, were exported from China, according to the U. S. Trade Commissioner at Shanghai.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed

Consolidated Rendering Co.

Manufacturers of Tallow, Grease, Oleo Oil
Stearine, Beef Cracklings, Ground Scrap, Fertilizers
Dealers in Hides, Skins, Pelts, Wool and Furs

40 North Market St. Boston, Mass.

GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal

40 Rector St. New York City

September 28, 1929.

COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for August, 1929, with comparisons for last season, has been prepared by Aspegren & Co., Inc., as follows:

MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	Tons received—	
	1929-30.	1928-29.
On hd. begin. of season	41,340	21,972
August	239,538	175,643
Total	280,878	197,615
	Tons crushed—	
	1929-30.	1928-29.
August	121,769	74,116
Total	121,769	74,116
On hand end of month.		
1929-30.	1928-29.	
Tons.	Tons.	
August	159,109	123,499
	1929-30.	1928-29.
Tons.	Tons.	
*Estimated seed receipts at crude mills, season 1929-1930.	5,188,750	**5,082,051
On hand beginning of season	41,340	**21,072
Total	5,230,090	**5,104,023
Of which is so far crushed	121,769	**74,116
Destroyed at mills	159,109	**123,499
Seed on hand	4,949,212	**4,906,408

159,109 tons seed on hand at 315 lbs. crude oil per ton is equivalent to 50,119,335 lbs. crude oil, which at 8 per cent refining loss equals 46,109,788 lbs. refined oil, or 115,274 barrels.

4,949,212 tons seed still to be received at 315 lbs. crude oil per ton is equivalent to 15,599,001,780 lbs. crude oil, which at 8 per cent refining loss equals 1,434,281,638 lbs. refined oil, or 3,585,704 barrels.

*This estimate based on government cotton crop report dated Sept. 9, 1929, of 14,825,000 bales, 700 lbs. seed to a bale.

MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	Pounds produced—	
	1929-30.	1928-29.
On hd. begin. of season	10,939,944	13,906,554
August	35,453,136	20,913,907
Total	46,393,080	34,880,461
	Shipments—	
	1929-30.	1928-29.
August	25,400,802	23,418,819
On hand end of month.		
1929-30.	1928-29.	
Lbs.	Lbs.	
August	20,992,278	11,461,642

DISTRIBUTION CRUDE OIL HOLDINGS.

	Aug. 1, 1929.	Aug. 31, 1929.
	Lbs.	Lbs.
At mills	10,939,944	20,992,278
In transit to refineries	3,967,860	4,104,492
and consumers	4,186,570	4,135,420
Total	19,004,374	29,232,190

29,232,190 lbs. crude oil at 8 per cent refining loss equals 26,803,614 lbs. refined oil, or 67,234 barrels.

CRUSH PER TON.

During August, 121,769 tons seed produced 35,453,136 lbs. crude oil, equivalent to 29.12 lbs. per ton, or 14.6 per cent, compared with 14.1 per cent last year.

The Blanton Company

ST. LOUIS
Refiners of

VEGETABLE OILS

Manufacturers of

**SHORTENING
MARGARINE****REFINED OIL**

	Pounds produced—	
	1929-30.	1928-29.
On hd. begin. of season	338,319,698	335,993,223
August	24,375,559	21,011,583
Total	362,695,257	357,004,806

Delivered Consumers—

	1929-30.	1928-29.
	Lbs.	Lbs.
August	127,773,330	122,519,827
Total	127,773,330	122,519,827

On hand end of month.

	1929-30.	1928-29.
	Lbs.	Lbs.
August	234,921,927	234,484,979
Total	234,921,927	234,484,979

DISTRIBUTION REFINED OIL HOLDINGS.

	Aug. 1, 1929.	Aug. 31, 1929.
	Lbs.	Lbs.
At refineries	323,085,556	222,222,570
At other places	5,506,926	4,749,955
In transit from refineries	9,727,216	7,949,402
Total	338,319,698	234,921,927

AVERAGE REFINING LOSS.

During August, 26,719,346 lbs. crude oil produced 24,375,559 lbs. refined oil, 5.77 per cent loss, compared with 9.77 per cent loss last year.

SHIPMENTS OF REFINED OIL.

	Export pounds—	
	1929-30.	1928-29.
August	Not available	894,022
Total	Not available	894,022

Domestic pounds—

	1929-30.	1928-29.
August	Not available	121,625,805
Total	Not available	121,625,805

Total pounds—

	1929-30.	1928-29.
August	127,773,330	122,519,827
Total	127,773,330	122,519,827

REFINED OIL—SUMMARY IN BARRELS OF 400 POUNDS.

	Produced—	
	1929-30.	1928-29.
Old crop stock	845,799	839,983
August	60,939	52,529
Total	906,738	892,512

Consumed—

	1929-30.	1928-29.
August	319,433	306,300
Total	319,433	306,300

On hand—

	1929-30.	1928-29.
August	587,305	580,212
Total	587,305	586,212

Refined oil on hand—

Seed on hand will produce	115,274	90,043
Crude oil on hand will produce	67,234	35,100
Seed still to be received will produce	3,583,704	3,541,047
Total	4,355,517	4,252,402

Less approximate carry-over for end of season, Aug. 1, 1930.... 750,000 **919,837

Avail. for coming 11 months..... 3,605,517 3,332,545

Consumption first month..... **310,433 **306,300

Monthly average consumption, last 11 months..... **327,774 **302,059

Monthly average consumption per ton, all 12 months..... 327,079 **303,237

**Actual. Available.

tion. October contracts were transferred to March at 38@40 points and to May at 56@57 points.

Today was the best evidence that traders are interested in cottonseed oil in several weeks, in spite of fluctuations in cotton. The season is not sufficiently advanced to get a good idea of quality, or whether the recent rains could have been detrimental, but so far the new receipts are of average grades.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Sept. 25, 1929.—Cotton seed futures were easier today on Merchants Exchange, averaging 25@85¢ lower. Bids for the actual have been lowered in the Tri-State territory, and there was more disposition to sell at the opening, prices later drifting lower.

Steady cotton, grain, oil and meal offset to some extent any general pressure, but the present carrying charge on seed into the deferred deliveries, averaging close to \$1.00 per ton, is against the bulls.

Also, a continuation of showery weather may slow up the seed movement to the mills and develop a buying interest in the futures, as the feeling is more bullish than otherwise.

Cottonseed meal in a dull market averaged a little above last night, trading largely confined to the spring deliveries, Jan. trading at \$41.00, Feb. \$41.25, and March at \$41.50, with Dec. 50¢ up and traded in fair volume at \$40.50.

Present values just about reflect the spot value of the actual. While trade demand is not so urgent, mill selling dries up almost entirely below \$41.00, basis Memphis figuring to the East, and the Texas market is holding very firm at about the high points of the season. Cottonseed meal has no definite trend, apparently, at this time, but a further advance in grains and continuation of present showery weather would favor the bulls.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, Sept. 26, 1929, based on expressions of member companies of the Shortening and Oil Division of the Interstate Cottonseed Crushers Association, were as follows:

Shortening.

North and Northeast: Carrots, 26,000 lbs. @11 1/4
3,500 lbs. and up @11 1/2
Less than 3,500 lbs. @12

South: 10,000 lbs. @11
Less than 10,000 lbs. @11 1/2
Pacific Coast: @11 1/4

Salad Oil.

North and Northeast: Carrots, 26,000 lbs. @11
5 bbls. and up @11 1/4
1 to 4 bbls. @11 1/2 @11 3/4

Pacific Coast: @11 1/4 @11 1/2

Cooking Oil—White.

1/4 c per lb. less than salad oil.

Cooking Oil—Yellow.

1/4 c per lb. less than salad oil.

HULL OIL MARKET.

Hull, England, Sept. 25, 1929.—(By Cable.)—Refined cottonseed oil, 38s; Egyptian crude cottonseed oil, 34s 6d.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderate—Market Steady—Developments Awaited—Crude Pressure Light—Seed Firmer—Cash Trade Moderate—Lard Weak—Cotton Steady.

Operations in cotton oil futures on the New York Produce Exchange the past week were on a limited scale, the market presenting little or nothing new in the way of important price changes or developments in the situation itself. Commission house trade was on both sides, as was professional operations, while refiners did little.

Liquidation was on in the October delivery, apparently before tender day, and this made for relative easiness in the nearby positions. Between the weakness in lard and the steadiness in cotton, together with a tendency to await developments, the market was more or less in a rut. Until something new should materialize within the market itself, it was difficult to see what might arouse increased outside trade.

The professional element as a result were clinging close to shore and sentiment in local quarters changed quickly with any outside developments. At times the weaker tone in the stock market came in for consideration, but on the whole there was no material pressure on the market. This went a long way toward offsetting the smallness of speculative buying power.

Seed Attracting Attention.

The one notable feature of the week was a continuance of negligible hedge pressure. Crude oil was not moving freely, nor was seed, and as a result there was little or no pressure of the new crop on the market here.

At the same time, reports of a firmer seed market attracted attention, with indications that the price had advanced about \$5.00 per ton in the Eastern sections the past week to around \$40.00 per ton. However, in Texas it was said that seed was bringing only around \$31.00 per ton, whereas meal was around \$46.00 per ton, and that the spread between seed and meal was resulting in a holding movement of seed and, in some cases, feeding of the latter.

This phase of the market, it was felt,

would attract attention in the immediate future, owing to the serious shortage in production of feed grains this year compared with last, the decreased production amounting to over 900,000,000 bu. in North America. It was felt that this would be reflected in all feedstuffs as the season progresses.

In the Southwest and Valley, crude was 7½c bid, and 7½c bid in Texas, but the market was reported very quiet, with little or no business passing. In cash oil circles a fair routine trade was said to be passing, with distribution against old orders fairly good and indications that the monthly distribution is still at a good pace.

Showery weather over the Eastern part of the belt was unfavorably looked upon, while the first frost dates were

attracting attention as well. The weekly weather report spoke of favorable conditions west of the Mississippi the past week, but spoke unfavorably of cool weather and frequent rains in the Eastern belt.

In cotton quarters there was a tendency to feel that the next government report would show a crop smaller than the last figure. The ginning figures to Sept. 16 were originally released at 3,653,035 bales, or slightly more than the trade had anticipated, but this was later corrected to a total of 3,353,038 bales, or somewhat less than anticipated.

The figures, however, failed to have much market influence, although they did serve to check professional bearishness.

There are several in the trade who cannot see how the market can hold the present levels with lard in its present condition, and who argue that the weakness in pure lard means ultimately increased competition with compound. Liquidation has been severe in lard and the market continues to feel the liberal hog run and the lower hog prices.

Tallow Market Stronger.

On the other hand, tallow advanced to 8½c, f.o.b. New York, with sellers holding for higher prices and indications that the market supplies of tallow were none too plentiful.

Whether or not the tallow situation will result in a condition where soapers will be forced into the oil market for supplies, remains to be seen; but there are some who look upon the soap kettle as a good possibility, particularly should pressure of the new oil crop further widen the spread which prevails at this time between crude oil and tallow.

While the cotton crop is progressing steadily, the ultimate total yield is far from made, and the first scare of a tropical storm this season made its appearance this week, when a storm was reported working toward the Florida coast. As a whole, sentiment is greatly mixed, so much so that the tendency is to try to secure a better idea as to the cotton outturn and at what levels seed and crude will commence to flow to market in volume.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 26, 1929.—The cotton oil market is comparatively steady, due perhaps to storm warnings, smaller ginnings than expected and lower private estimates for Texas. Crude, 7½c bid all directions, some sales at 7¾c, Valley and Southeast; prime bleachable lower at 8.40c, loose, New Orleans. About 1,500 bbls. refined oil tendered here today without causing appreciable changes, as refined is very cheap compared to crude, the proper differential not having existed to date this season. With clearing weather, seed receipts and crude offerings should increase, leading to lower prices all around.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Sept. 26, 1929.—Prime cotton seed, \$34.00; prime crude oil, 7½c; 43 per cent cake and meal, \$42.00; hulls, \$9.50; mill run linters, 3½@4c.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Sept. 26, 1929.—Light trading in crude oil this week at 7.65c, Valley; 41 per cent meal, \$41.00; loose cottonseed hulls offered at \$6.00. Memphis weather clear and warm.

ASPEGREN & CO., Inc.

450 Produce Exchange Bldg.

New York City, N.Y.

BROKERS

COTTON SEED OIL

ORDERS SOLICITED

TO BUY OR SELL PRIME YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

Per lb.
@11 1/2
@11 1/2
@11 1/2

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September 28, 1929.

FOUR

DELIVERY POINTS

Established for the New Orleans Refined Cotton Seed Oil Contract, viz.:

NEW ORLEANS, at Basis.
Dallas, Tex. at 35 points off basis.

Houston, Tex. at 35 points off basis.

Memphis, Tenn. at 5 points on basis.

Goes into effect with March contracts and thereafter.

In transit oil may be ordered shipped to certain destinations at fixed freight differentials.

New Orleans Cotton Exchange Trade Extension Committee

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Cocoanut Oil
P & G SPECIAL (hardened) Cocoanut Oil

General Offices:

CINCINNATI • OHIO

Cable Address: "Procter"

The Edward Flash Co.

17 State Street
NEW YORK CITY

Brokers Exclusively

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

COTTONSEED OIL—Market transactions:

Friday, September 20, 1929.

	—Range—		—Closing—		
	Sales.	High.	Low.	Bid.	Asked.
Spot				900 a	
Sept.	100	950	950	935 a	960
Oct.	800	944	942	944 a	
Nov.				940 a	955
Dec.	1500	955	951	952 a	
Jan.	200	961	961	955 a	960
Feb.				960 a	973
Mar.	2600	976	974	974 a	
April				975 a	988

Total sales, including switches, 5,200 bbls. P. crude S. E. 7½c bid.

Saturday, September 21, 1929.

Spot	900 a				
Sept.		930 a		960	
Oct.	100	944	944	939 a	945
Nov.				935 a	950
Dec.				945 a	948
Jan.				948 a	952
Feb.				950 a	970
Mar.	200	970	970	970 a	
April				970 a	985

Total sales, including switches, 300 bbls. P. crude S. E. 7½c bid.

Monday, September 23, 1929.

Spot	900 a				
Sept.		920 a		950	
Oct.	1900	935	930	930 a	933
Nov.				925 a	940
Dec.	900	945	934	935 a	934
Jan.	1000	950	939	939 a	
Feb.				940 a	955
Mar.	4000	967	959	959 a	
April				960 a	975

Total sales, including switches, 7,800 bbls. P. crude S. E. 7½c bid.

Tuesday, September 24, 1929.

Spot	925 a				
Sept.		925 a		950	
Oct.	800	930	928	930 a	
Nov.				930 a	940
Dec.	1200	938	936	936 a	939
Jan.	1600	947	943	945 a	
Feb.				948 a	960
Mar.	1700	962	959	960 a	961
April				964 a	978

Total sales, including switches, 5,300 bbls. P. crude S. E. 7½c bid.

Wednesday, September 25, 1929.

Spot	945 a				
Sept.	100	950	950	950 a	
Oct.	500	930	930	930 a	933
Nov.	100	935	935	930 a	940
Dec.	400	940	938	940 a	
Jan.	300	947	947	947 a	949
Feb.				952 a	962
Mar.	900	964	961	964 a	
April				968 a	980

Total sales, including switches, 2,300 bbls. P. crude S. E. 7½c bid.

Thursday, September 26, 1929.

Spot	935 a				
Sept.	940	940	930 a	960	
Oct.	930	927	927 a		
Nov.				935 a	937
Dec.	940	938	938 a		
Jan.	948	945	945 a		
Feb.				946 a	962
Mar.	965	963	962 a	963	
April				965 a	978

Sales, 14,700 bbls.

See page 45 for later markets.

COCOANUT OIL—The market was rather quiet from a demand standpoint but was very steady in tone, with sellers rather firm. The market continued to receive some support from strength in tallow. At New York,

nearby tanks were quoted at 7½c; futures, 7½@7¾c. Pacific spot tanks quoted at 7c.

CORN OIL—The market was stronger, with offerings light and some business reported to have passed at 8½@8¾c, f.o.b. mills, the market later quoted at the latter figure.

SOYA BEAN OIL—A lack of offerings of this oil were reported in the market, making for purely nominal conditions, with Pacific Coast tanks quoted at 10½@11c.

PALM OIL—Again this week very little business passed in this quarter. The tone, however, was firm with tallows and steadiness in sellers' ideas, although shipment offerings were reported rather plentiful. At New York, spot Nigre was quoted at 7½@7¾c; spot Nigre, 7¾c; spot Lagos, 7½@7¾c. nominal; shipment Lagos, 7½@7¾c.

PALM KERNEL OIL—The condition in this market was rather slow, but prices again were steadily held, with New York tanks quoted at 7½@7¾c, and packages at 8¾c.

OLIVE OIL FOOTS—The market ruled rather quiet and the tone barely steady, although shipment offerings were less pressed. At New York, spot foots were quoted at 8¾c, shipment foots at 8¾c.

RUBBERSEED OIL—Sellers report they are sold up until December and quote the market at 8c nominal for shipment.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

COTTONSEED OIL—Store oil demand was limited but offerings were steady at about ¾c over September. Crude oil was quiet, with the Southeast and Valley 7½c, Texas 7½c bid, but sellers' ideas were higher.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Sept. 25, 1929.—Extra tallow, f.o.b. seller's plant, 8½@8¾c lb.; Manila cocoanut oil, tanks, New York, 7½c lb.; Manila cocoanut oil, tanks, coast, 6½@7c lb.; Cochinchina oil, barrels, New York, 9@9½c.

P. S. Y. cottonseed oil, barrels, New York, 10½@10½c lb.; crude corn oil, barrels, New York, 10½@10½c lb.; olive oil foots, barrels, New York, 9@9½c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.05@1.10 gal.

Crude soya bean oil, barrels, New York, 13½@14c lb.; palm kernel oil, barrels, New York, 9½@9¾c lb.; red oil, barrels, New York, 11@11½c lb.; Nigre palm oils, casks, New York, 7½@8c lb.; Lagos palm oil, casks, New York, 8½@8¾c lb.; glycerine soaplye, 6½@7c lb.; glycerine, C. P., 13½@14c lb.; glycerine, dynamite, 10¾c lb.

South Texas Cotton Oil Co.

Houston, Texas

Manufacturer of

Hydrogenated Oils

Cotton Seed and Peanut, for

SHORTENING

MARGARINE

and Confectionery Trades

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The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were quiet and barely steady owing to easiness in hogs, a continued fair run to western markets, a moderate cash trade, and an absence of speculative support awaiting October deliveries.

Cottonseed Oil.

Cotton oil was more active and easier. October was relatively weak on account of deliveries of 5,200 barrels on contract.

Hedge pressure was moderate and the weather showery. Speculative trade is mixed with refiners the best buyers of nearbys; wire houses are buying futures. Southeast crude 7½c sales; Valley, 7½c bid; Texas, 7½c sales and bid.

Quotations on cottonseed oil at New York, Friday noon, were: Oct., \$9.08@9.14; Nov., \$9.32; Dec., \$9.36@9.37; Jan., \$9.43@9.45; Feb., \$9.45@9.60;

March, \$9.60@9.61; April \$9.64@9.75; May, \$9.75@9.77.

Tallow.
Tallow, extra, 8¾c asked.
Stearine.

Stearine, oleo 10%@11c.

FRIDAY'S GENERAL MARKETS.

New York, Sept. 27, 1929. — Lard, prime western, \$11.85@11.95; middle western, \$11.70@11.80; city, 11½@11¾c; refined continent, 12½c; South American, 12¾c; Brazil kegs, 13¾c; compound, 11¼@11½c.

SWISS LARD DUTY RAISED.

An increase has been made in the Swiss import duty on lard and butter. The duty on lard has been increased from 20 to 40 francs per 100 kilos gross, and that on butter from 20 to 70 francs per 100 kilos gross. The new duty became effective August 12, 1929.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Sept. 26, 1929:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
FRESH BEEF:				
STEERS (700 lbs. up):				
Choice	\$22.00@23.00	\$21.50@22.50	\$23.00@24.50	\$23.00@25.00
Good	20.00@22.00	19.50@21.50	20.00@23.50	21.00@23.00
STEERS (550-700 lbs.):				
Choice	22.50@23.50	.....	23.00@24.50	23.00@25.00
Good	20.50@22.50	.....	20.00@23.50	20.00@23.00
STEERS (500 lbs. up):				
Medium	16.00@20.00	17.00@19.50	15.00@20.00	17.00@19.00
Common	14.00@16.00	15.00@17.00	13.50@15.00	.....
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	23.50@24.50	.....	23.50@25.50	.....
Good	20.50@22.50	.....	20.00@23.50	.....
Medium	18.50@20.50	.....	.....	.....
COWS:				
Good	16.00@17.50	15.50@16.50	14.50@16.50	16.00@17.00
Medium	14.00@16.00	14.50@15.50	13.50@15.00	15.00@16.00
Common	13.00@14.00	14.00@14.50	13.00@14.00	13.00@14.50
FRESH VEAL AND CALF CARCASSES:				
VEALERS (2):				
Choice	24.00@26.00	25.00@26.00	27.00@29.00	25.00@27.00
Good	23.00@24.00	22.00@25.00	24.00@27.00	24.00@25.00
Medium	22.00@23.00	20.00@22.00	21.00@24.00	21.00@23.00
Common	19.00@21.00	18.00@20.00	18.00@21.00	.....
CALF (2) (3):				
Choice .....	.....	.....	20.00@23.00	.....
Good	16.00@18.00	17.00@18.00	17.00@20.00	18.00@19.00
Medium	14.00@16.00	15.00@17.00	14.00@16.00	15.00@17.00
Common	13.00@14.00	13.00@15.00	13.00@15.00	13.00@15.00
FRESH LAMB AND MUTTON:				
LAMB (38 lbs. down):				
Choice	23.00@24.00	24.00@25.00	24.00@27.00	25.00@26.00
Good	22.00@23.00	22.50@24.50	23.00@25.00	24.00@26.00
Medium	19.00@22.00	21.00@23.50	21.00@22.00	21.00@24.00
Common	16.00@19.00	18.00@21.00	19.00@21.00	18.00@20.00
LAMB (39-45 lbs.):				
Choice	23.00@24.00	24.00@25.00	23.00@26.00	25.00@26.00
Good	22.00@23.00	22.50@24.50	22.00@24.00	24.00@25.00
Medium	19.00@22.00	21.00@23.50	21.00@22.00	21.00@24.00
Common	16.00@19.00	18.00@21.00	19.00@21.00	18.00@20.00
LAMB (46-55 lbs.):				
Choice	21.00@22.00	22.00@23.00	23.00@24.00	23.00@25.00
Good	20.00@21.00	21.00@22.00	21.00@23.00	21.00@23.00
MUTTON (Ewe) 70 lbs. down:				
Good	11.00@12.00	11.00@13.00	11.00@12.50	12.00@13.00
Medium	9.00@11.00	9.00@11.00	9.00@11.00	10.00@11.00
Common	7.00@ 9.00	8.00@ 9.00	8.00@ 9.00	8.00@10.00
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. av.....	29.00@30.00	28.00@30.00	29.00@31.00	27.00@30.00
10-12 lbs. av.....	27.00@29.00	28.00@29.00	28.00@30.00	28.00@29.00
12-15 lbs. av.....	23.00@25.00	26.00@27.00	25.00@27.00	26.00@27.00
16-22 lbs. av.....	18.50@21.00	20.50@23.00	21.00@22.00	22.00@23.00
SHOULDERS N. Y. Style, Skinned:				
6-12 lbs. av.....	16.50@17.50	.....	17.00@20.00	18.00@20.00
PICONICS:				
6-8 lbs. av.....	.....	15.50@16.50	.....	.....
BUTTS Boston Style:				
4-8 lbs. av.....	22.00@23.00	.....	23.00@25.00	21.00@24.00
SPARE RIBS:				
Half Sheets	14.00@15.00	.....	.....	.....
TRIMMINGS:				
Regular	12.00@12.50	.....	.....	.....
Lean	13.00@19.00	.....	.....	.....

(1) Includes half yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

MARGARINE MATERIALS USED.

Oleomargarine produced and the materials used in its manufacture during July, 1929, with comparisons, were as follows, according to the U. S. Bureau of Internal Revenue:

July, 1929. July, 1928.
Lbs. Lbs.

Total production of uncolored oleomargarine 23,644,494 20,434,798
Ingredients schedule of uncolored oleomargarine:

Butter	184,277	156,862
Cocoanut oil	12,344,154	10,299,075
Cottonseed oil	1,940,082	1,705,358
Edible tallow	1,000	1,000
Eggs, yolks (fresh)	649	649
Milk	6,671,843	6,192,382
Mustard oil	810	1,435
Neutral lard	1,496,197	1,557,187
Oleo oil	3,257,460	2,918,306
Oleo stearine	453,446	444,186
Oleo stock	71,346	112,553
Palm oil	86,238	58,315
Palm-kernel oil .....	.....	2,104
Peanut oil	372,996	429,438
Salt	1,054,277	1,686,380
Soda	8,892	7,070
Vanilla extract .....	.....	18

Total 28,845,058 25,572,571

Total production of colored oleomargarine 1,228,507 1,000,135
Ingredients schedule of colored oleomargarine:

Butter	180	124
Cocoanut oil	314,191	343,413
Color	1,651	1,307
Cottonseed oil	110,476	161,528
Milk	373,125	459,355
Neutral lard	166,260	198,920
Oleo oil	38,525	36,885
Oleo stearine	12,976	11,908
Oleo stock	22,045	18,538
Palm oil	27,860	16,217
Peanut oil	15,681	19,720
Salt	96,714	99,987
Soda	167	107

Total 1,517,954 1,695,371

YELLOW FATS PAY OLEO TAX.

Wholesale and retail dealers handling yellow fat compounds will be required to pay the regular oleomargarine tax, according to a recent decision of the U. S. Internal Revenue Bureau. This tax amounts to \$480 in the case of wholesale dealers handling colored margarine, and \$48 in the case of retailers.

This ruling grew out of the decision of Judge Albert L. Reeves of the federal district court at Kansas City, to the effect that the yellow fat compound made by the Harrow-Taylor Co. and sold as "rich nut shortening" was subject to the oleomargarine tax. The Harrow-Taylor Co. had sued to recover a tax of 10c per pound paid by them under protest on 5,000 lbs. of this shortening, which had been assessed and collected on the assumption that the compound was oleomargarine.

AUG. MARGARINE PRODUCTION.

Production of margarine during August, 1929, with comparisons for 1928, as reported by the U. S. Commissioner of Internal Revenue, was as follows:

	Aug., 1929.	Aug., 1928.
Uncolored, lbs.	1,144,732	947,494
Value \$ 61,697,090	\$ 56,056,22	
Colored, lbs.	24,643,160	24,017,980
Value \$114,867,80	\$94,756,40	
Total, lbs.	25,787,892	24,965,474

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Sept. 27, 1929, show exports from that country were as follows: To England, 103,755 quarters; to the Continent, 10,353 quarters.

Exports of the previous week were as follows: To England, 116,310 quarters; to the Continent, 23,148 quarters.

September 28, 1929.

CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings into and from the United States during June, 1929, are given by the U. S. Department of Commerce as follows:

IMPORTS.

	Sheep, Lamb & Goat, Others. ^a	Lbs.	Value.	Lbs.	Value.
France	\$.....	17,900	\$ 2,654	5,602	value; Germany, 21,438 lbs., \$6,677 value; Netherlands, 34,304 lbs., \$1,837 value; Sweden, 31,259 lbs., \$2,654 value; United Kingdom, 10,684 lbs., \$10,469 value; Canada, 87,154 lbs., \$12,917 value; British Honduras, 167 lbs., \$21 value; Honduras, 18 lbs., \$6 value; Nicaragua, 250 lbs., \$75 value; Panama, 665 lbs., \$503 value; Mexico, 115 lbs., \$196 value; Jamaica, 25 lbs., \$8 value; Cuba, 1,951 lbs., \$4,107 value; Hawaii, 143 lbs., \$230 value; New Zealand, 38 lbs., \$50 value; total, 194,036 lbs., \$45,452 value.
Germany	2,550	2,813	421,083	74,578	
Greece	1,781	2,711			
Hungary	212	168			
Italy			351		
Latvia	1,605	2,503	10,375	1,770	
Lithuania	4,112	6,273			
Netherlands			45,405	15,415	
Pol. & Danzig	168	268	72	58	
Romania	410	1,144			
Soviet Russia in Europe	242,533	679,008			
Spain	212	1,640			
Switzerland			2,848	2,900	
Un. Kingdom	620	401	16,715	5,521	
Canada	89,743	91,850	86,498	13,503	
Mexico			5,325	2,344	
Cuba	816	1,120			
Argentina	73,048	66,763	519,072	163,910	
Brazil			53,068	14,096	
Chile	9,030	12,630	208,260	47,808	
Uruguay	3,432	9,446	242,916	68,089	
British India	12,118	13,625			
Other countries	90,077	155,467	65,698	42,890	
Iraq	34,487	66,438			
Japan	492	1,054			
Kwantung	700	846			
Persia	4,668	12,600			
Syria	5,067	16,230			
Turkey	18,262	56,289	2,959	536	
Australia	119,986	110,921	154,535	44,473	
New Zealand	95,243	119,701	14,907	708	
Morocco	6,200	10,982	502	8	
Total	818,268	\$1,477,787	1,871,014	\$501,894	

^aIncludes hog casings from China, Russia, etc.

EXPORTS.

	Hog Casings	Beef Casings.	Lbs.	Value.	Lbs.	Value.
Belgium	20,799	9,678	34,253	\$ 5,166		
Denmark			15,330	2,012		
Finland			44,182	8,519		
France	2,704	730				
Gibraltar	560	213				
Italy	12,875	1,050	1,085	845		
Netherlands	95,119	31,219	86,015	15,183		
Norway			22,945	3,294		
Pol. & Danzig	8,893	3,045	41,515	4,582		
Spain	27,983	5,086	211,229	26,121		
Sweden	9,065	2,498	32,866	4,196		
Switzerland			31,376	6,255		
Un. Kingdom	444,466	161,537	5,157	5,217		
Canada	38,815	9,313	52,131	11,597		
Guatemala	200		29			
Honduras	85		554	159		
Panama			1,021			
Mexico	1,044		644			
Bermuda	840		448	600	5,410	852
Cuba						
Dom. Republic	1,250	375				
Philippines	500	135				
Hawaii	325	210	1,490	398		
Porto Rico	1,000	50				
Australia	102,305	67,326				
New Zealand	64,073	39,451				
Un. S. Africa	8,930	2,351				
Total	1,052,773	\$365,760	932,046	\$143,161		

Exports of other casings: Austria, 40 lbs., \$100 value; Finland, 5,785 lbs.,

Watch the "Wanted" page for worth while business opportunities.

STOCKS AND DISTRIBUTION OF HIDES AND SKINS IN JULY.

Stocks of the principal hides and skins at the end of July and June, 1929, with comparisons, based on reports received from 4,243 manufacturers and dealers, and stocks disposed of during the former month, are reported by the U. S. Department of Commerce as follows:

	Stocks on hand or in transit.	Deliveries	
	July, 1929.	June, 1929.	during July, 1929.*
Cattle, total hides.....	3,535,509	3,567,300	3,539,422
Domestic—packer, hides.....	2,197,768	2,229,679	2,183,260
Domestic—other than packer hides.....	915,256	930,874	789,576
Foreign hides.....	422,485	406,747	506,577
Buffalo, hides.....	19,491	21,806	118,822
Calf and kid, skins.....	3,625,342	3,786,424	3,390,049
Horse, colt, ass, and mule:			1,177,302
Hides.....	191,429	188,646	146,901
Fronts, whole.....	92,440	107,623	155,670
Butts, whole.....	206,933	182,964	121,099
Shanks.....	14,910	30,784	33,982
Goat and kid, skins.....	12,014,492	11,432,977	8,784,982
Catfish, skins.....	905,050	730,531	1,333,159
Sheep and lamb, skins.....	9,258,006	8,519,063	7,883,263
Skivvers and fleshers, dozens.....	90,858	87,705	82,365
Kangaroo and wallaby, skins.....	152,112	173,151	129,428
Deer and elk, skins.....	210,227	170,153	225,096
Pig and hog, skins.....	92,222	107,694	109,585
Pig and hog strips, lbs.....	688,080	764,412	521,523

*Represents deliveries by packers, butchers, dealers and importers.

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at seven centers during the week ended Friday, Sept. 20, 1929:

	Wk. ended Sept. 20.	Prev. week,	Cor. week,
Chicago	105,893	125,319	77,083
Kansas City, Kan.	47,510	41,700	40,342
Omaha	30,654	28,831	25,342
*St. Louis	54,477	62,451	44,505
Sioux City	17,933	16,536	11,897
St. Paul	35,557	32,304	25,448
St. Joseph, Mo.	20,772	32,189	17,620
Indianapolis	12,867	17,653	9,306
New York City	54,477	30,072	27,427

^aIncludes East St. Louis, Ill.

ST. JOSEPH LIVESTOCK.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Sept. 26, 1929.

CATTLE—Due to scanty supply, better grades of light weight yearlings found a strong to 25c higher market, with which exception there was a generally lower market. An enlarged movement of pasture cattle was the weakening factor in a 25@50c lower general steer trade. Beef cows dropped 25@50c as result of liberal supply of common steers, cutters and low cutters, holding firm. Heifers sold steady to 25c lower; bulls and veals, unchanged. No strictly finished steers appeared, a few loads at \$14.50 and \$14.65 representing top sales. Bulk native offerings, \$12.75@14.25; wintered and fed westerns, \$11.00@13.00; common and medium grassers, \$8.00@9.75, commonest down to \$6.75; bulk beef cows \$7.00@8.00; cutter grades, \$5.50@6.75; bulls, \$7.00@8.00; choice vealers, \$14.50.

HOGS—Buyers resumed their bearish attitude toward heavy hogs the current week and took prices to a 25@50c drubbing, but were comparatively easy on medium and light weights, late sales of which stood about steady to 10c lower than week before. Sows shared the big loss with weighty butchers; top late was \$10.40.

SHEEP—Liberal supplies of fat lambs put prices into a 15@25c decline, best fat western lambs selling at \$13.00 and bulk from \$12.75 to that figure. Other classes show little change. The few native lambs offered brought \$12.00@12.50; clipped lambs, \$12.25; mutton ewes, \$4.00@5.25.

Watch the "Wanted" page for worth while business opportunities.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended Sept. 21, 1929, were 3,067,000 lbs.; previous week, 3,968,000 lbs.; same week last year, 2,946,000 lbs.; Jan. 1 to Sept. 21 this year, 145,144,000 lbs.; same period last year, 150,231,000 lbs.

Shipments of hides from Chicago for the week ended Sept. 21, 1929, were 3,747,000 lbs.; previous week, 3,451,000 lbs.; same week last year, 3,294,000 lbs.; Jan. 1 to Sept. 21 this year, 156,845,000 lbs.; same period last year, 163,003,000 lbs.

HIDE EXCHANGE SETS RECORD.

Record activity in hide futures was reported on the New York Hide Exchange on September 23, with transactions totaling 2,960,000 lbs., valued at approximately \$518,000. This was nearly a million pounds over the previous record established on the opening day of the Exchange last June. Packers and tanners are reported in the market now in a large way and considerable European interest has developed. Trade participation in hide futures trading has become an increasingly important factor in the exchange's operations within the past few weeks, it is stated.

WEIGH AND WAREHOUSE HIDES.

The New York Hide Exchange has announced the appointment of licensed warehouses and licensed weighmasters for handling hides tenderable against exchange contracts as follows: Warehouses—Butlers Warehouses, Inc., and India Wharf Storehouses, both in Brooklyn; and Union Stock Yards, Chicago, Ill. Weighmasters—William Harbin & Sons, John F. Tuttle & Co., T. H. Cornwall & Co., H. McLaughlin & Son, John A. Hull & Co., and Charles Hegarty, all of New York City; and Thomas Goulard & Co., Chicago.

TANNERS' JULY HIDE STOCKS.

Stocks of raw hides and skins held by tanners on July 31, 1929, with comparisons, are given by the U. S. Department of Commerce as follows:

	July 31, 1929.	June 30, 1929.
Cattle, total hides.....	1,314,046	1,308,772
Green, salted, hides:		
Steers.....	445,230	433,305
Cows.....	54,634	52,100
Bulls.....	40,837	20,978
Unclassified.....	221,284	150,054
Dry or dry salted.....	64,810	64,276
Calf, skins.....	2,061,447	2,196,201
Kid, skins.....	251,306	200,944
Sheep and lamb, skins.....	6,587,404	6,220,634
Goat and kid, skins.....	10,372,295	9,514,468
Cabretta, skins.....	817,601	552,781

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Hide and Skin Markets

Chicago.

PACKER HIDES.—The packer hide market sold down $\frac{1}{2}$ c on the entire list during the week, while light native cows declined a further $\frac{1}{2}$ c at the close of last week, being the weakest item on the list. Trading was moderate; around 60,000 hides thought to have moved, practically all September take-off, while the trading in light native cows at the end of last week totalled about 25,000 more. Light native cows were the first to break, being influenced by news of a further $\frac{1}{2}$ c decline in the South American market. The main strength to the market for some time past has been in sole leather material and the seasonal increase in slaughter brought about by the marketing of range cattle has increased the supply of sole leather hides, thereby weakening the entire price structure.

At the close of this week, some further sales were being made in light native cows at these levels, but buyers generally bidding $\frac{1}{2}$ c lower on the entire list, with the evident intention of pressing their advantage to the limit. However, packers' stocks are fairly well sold up, with exception of light native cows.

Spready native steers 20 $\frac{1}{2}$ @21c, nom.; five cars moved in the East last week at the top figure. Heavy native steers sold at 19c. Extreme native steers declined $\frac{1}{2}$ c late last week on sales of 2,000 at 17 $\frac{1}{2}$ c; further trading at this figure early this week, with later sales at 17c.

Butt branded steers sold at 18 $\frac{1}{2}$ c and Colorados at 17 $\frac{1}{2}$ c in a small way. Heavy Texas steers moved at 18 $\frac{1}{2}$ c; light Texas steers quoted 17c nom.; extreme light Texas steers, 16c.

Heavy native cows nominally 18 $\frac{1}{2}$ c. About 25,000 light native cows sold late last week at 17c, or $\frac{1}{2}$ c decline; trading early this week was at 16 $\frac{1}{2}$ c in a fair way, and 3,000 sold late this week at same figure. About 16,000 branded cows moved at 16c.

Native bulls quoted nominally around 12 $\frac{1}{2}$ c, although one packer reports bid of 13c for current slaughter. Branded bulls nominally 11 $\frac{1}{2}$ @12c.

The week was marked by exceptionally heavy trading on the Hide Exchange. During the week ended Wednesday, September 25, total of 288 contracts were dealt in, as against 617 for the entire first two months of the Exchange operations. Most of the activity was in December, January and May contracts.

Sales of 43,000 frigorifico September steers established the South American market about $\frac{1}{2}$ c lower, at \$38.75 gold, equal to about 18 1/16c c.i.f. New York

SMALL PACKER HIDES.—One lot of small packer September hides from an outside plant moved at 16 $\frac{1}{2}$ c for all-weight native steers and cows and 15 $\frac{1}{2}$ c for branded. Two lots still unsold locally, other killers having moved earlier at 17 $\frac{1}{2}$ c for natives and 16 $\frac{1}{2}$ c for branded.

Last trading in Pacific Coast market was by Los Angeles and San Francisco packers at 16 $\frac{1}{2}$ c for August steers and 15c for cows, but one packer secured 15 $\frac{1}{2}$ c for cows.

HIDE TRIMMINGS.—Big packer

hide trimmings last sold at \$37.00 per ton, Chicago basis; small packer trimmings around \$33.00 nom.

COUNTRY HIDES.—Country market eased off in sympathy and trading slow. All-weights quoted 13@13 $\frac{1}{2}$ c selected, delivered, asked. Heavy steers and cows slow around 12c. Generally asking 13 $\frac{1}{2}$ c for buff weights. Extremes slow and 15@15 $\frac{1}{2}$ c asked. All-weight branded around 11c nom., less Chicago freight.

CALFSKINS.—Last confirmed open trading in packer August calf was at 24c, northern basis, although one packer intimates better than 24 $\frac{1}{2}$ c secured, details withheld. Offerings at 25c not attractive to buyers, who are bidding 23 $\frac{1}{2}$ c.

First-salted Chicago city calf offered at 22 $\frac{1}{2}$ c for straight weights, with intimation that $\frac{1}{2}$ c less would be accepted. Mixed cities and countries around 19@20c. Straight countries 17@18c.

KIPSKINS.—One packer moved 6,000 September native kips at 23c, northern basis, steady. Last sales of August over-weights at 21c, branded 19c.

First-salted Chicago city kips last sold at 20 $\frac{1}{2}$ c, with higher talked. Mixed cities and countries around 17@18c; straight countries about 16 $\frac{1}{2}$ c.

Packer regular slunks last sold at \$1.40 and offered this basis; hairless nom., 30@40c.

HORSEHIDES.—Market slow, with choice renderers quoted \$5.50@5.75 asked; mixed lots, \$4.50@5.00.

SHEEPSKINS.—Dry pelts quoted 20@21c per lb. Some small lots of big packer shearlings moving at \$1.12 $\frac{1}{2}$ @1.17 $\frac{1}{2}$ for No. 1's, while No. 2's last sold at \$1.05. Outside small packer shearlings around 75@80c. Pickled skins about unchanged and quoted \$9.37 $\frac{1}{2}$ @9.50 per doz. for straight run of packer lamb at Chicago, and about same basis at New York. Big packer wool lambs \$2.20 per cwt. live lamb paid at Chicago. Last local sales of September small packer lambs at \$2.25 per cwt. live lamb, couple weeks back.

PIGSKINS.—Last known sale of No. 1 strips was at 6c, but market quoted nominally around 7@7 $\frac{1}{2}$ c for big packer strips. Gelatine stocks around 5 $\frac{1}{2}$ c for fresh frozen.

New York.

PACKER HIDES.—Market quiet, all September packer hides having moved earlier at 19 $\frac{1}{2}$ c for native steers, 19c butt brands and 18c Colorados. Five cars spready native steers, July forward, moved last week at 21c. Market quoted nominally $\frac{1}{2}$ c less on all descriptions, based on western trading.

COUNTRY HIDES.—Trading, slow and market easier. Buff weights not quoted over 13 $\frac{1}{2}$ c; extremes listed 15@15 $\frac{1}{2}$ c.

CALFSKINS.—Market quiet and about steady. Last trading in 5-7's was at \$1.90, 7-9's at \$2.45 and 9-12's at \$3.15. The 12/17 lb. veal kips quoted \$3.50; 17 lb. up last sold at \$5.00.

New York Hide Exchange Futures.

Saturday, Sept. 21, 1929.—Close: Oct. 16.50 b; Nov. 16.60; Dec. 17.65 b; Jan. 17.65 b; Feb. 17.70 n; Mar. 17.80 n; Apr. 17.90 n; May 18.30 sales; June

18.40 n; July 18.50 n; Aug. 18.50 n. Sales 47 lots.

Monday, Sept. 23—Close: Oct. 16.50 n; Nov. 16.60 n; Dec. 17.30; Jan. 17.45; Feb. 17.55 n; Mar. 17.60 b; Apr. 17.80 n; May 18.05@18.09; June 18.10 n; July 18.20 n; Aug. 18.30 n. Sales 74 lots.

Tuesday, Sept. 24—Close: Oct. 16.25 n; Nov. 16.40 b; Dec. 17.20@17.25; Jan. 17.36@17.41; Feb. 17.40 n; Mar. 17.56 b; Apr. 17.80 n; May 18.10 b; June 18.20 n; July 18.40 n; Aug. 18.40 n. Sales 58 lots.

Wednesday, Sept. 25—Close: Oct. 16.00 n; Nov. 16.30 n; Dec. 17.05; Jan. 17.26@17.33; Feb. 17.35 n; Mar. 17.45 n; Apr. 17.60 n; May 18.06 b; June 18.10 n; July 18.20 n; Aug. 18.20 n. Sales 55 lots.

Thursday, Sept. 26—Close: Oct. 16.25; Nov. 16.50; Dec. 16.90@17.05; Jan. 17.17@17.23; Feb. 17.25; Mar. 17.35; Apr. 17.50; May 18.09@18.14; June 18.10; July 18.10; Aug. 18.10. Sales 15 lots.

Friday, Sept. 27—Close: Oct. 16.25; Nov. 16.50; Dec. 16.95@17.00; Jan. 17.15@17.30; Feb. 17.30; Mar. 17.50; Apr. 17.75; May 18.00@18.10; June 18.05; July 18.05; Aug. 18.10. Sales 19 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended September 27, 1929, with comparisons, are reported as follows:

	PACKER HIDES.	Week ended Sept. 27, 1929.	Prev. week.	Cor. week, 1928.
Spr. nat. str.	20 $\frac{1}{2}$ @21n	@21n	25 $\frac{1}{2}$ @26 $\frac{1}{2}$	
Hvy. nat. str.	21@19	@19 $\frac{1}{2}$	@23b	
Hvy. Tex. str.	21 $\frac{1}{2}$ n	@19		22 $\frac{1}{2}$
Hvy. butt brnd'd		@18 $\frac{1}{2}$	@19	@22
strs.		@18 $\frac{1}{2}$	@18	@21
Hvy. Col. str.	21 $\frac{1}{2}$ n	@17 $\frac{1}{2}$	@18	
Eighty Texas	6@16	@16 $\frac{1}{2}$	@16 $\frac{1}{2}$	20 $\frac{1}{2}$
Brnd'd cows	6@16	@16 $\frac{1}{2}$	@20 $\frac{1}{2}$	
Hvy. nat. cows	6@18 $\frac{1}{2}$ n	@19	@23	
Lt. nat. cows	6@16 $\frac{1}{2}$ n	@17 $\frac{1}{2}$	@21	
Nat. bulls	12 $\frac{1}{2}$ @13	12 $\frac{1}{2}$ @13		15 $\frac{1}{2}$ n
Brnd'd bulls	11 $\frac{1}{2}$ @12	11	@11 $\frac{1}{2}$	14@15n
Calfskins	23 $\frac{1}{2}$ @25	24	@24 $\frac{1}{2}$	29
Kips, nat. ov-wt.	21@22	@23	@27	
Kips, brnd'd.	21@22	@20 $\frac{1}{2}$	@26	
Kips, regd.	1.40ax	@1.40n	@1.75	
Skunks, hrs. 30	40n	30	@40n	60@65
Light native, butt branded and Colorado steers 1c per lb. less than heavies.				

	CITY AND SMALL PACKERS.
Nat. all-wts.	6@16 $\frac{1}{2}$
Brnd'd	6@15 $\frac{1}{2}$
Bulls	6@12 $\frac{1}{2}$
Brnd'd bulls	6@11
Calfskins	22@22 $\frac{1}{2}$
Kips	20 $\frac{1}{2}$ @20 $\frac{1}{2}$
Skunks, regd.	6@1.25n
Skunks, hrs.	30n

	COUNTRY HIDES.
Hvy. str.	6@12n
Hvy. cows	6@12n
Bulls	6@13 $\frac{1}{2}$ n
Extremes	15@15 $\frac{1}{2}$
Hogskins	9@9 $\frac{1}{2}$
Bulls	9@9 $\frac{1}{2}$
Hogskins	11@11 $\frac{1}{2}$
Bulls	16@16 $\frac{1}{2}$
Light calf	1.10@1.20
Deacons	1.10@1.20
Skunks, hrs.	6@6n
Horse-hides	4.50@5.75
Hogskins	6@6

SHEEPSKINS.	
Pkr. lambs	@2.25 cwt.
Sml. pkr.	@2.15 cwt.
lambs	@2.15 cwt.
pkr. shearlings	1.12 $\frac{1}{2}$ @1.17 $\frac{1}{2}$
Dry pelts	20@21 20@21 26@28

Where are hides most frequently "scored," and what is the right practice to prevent this? Ask the "Packer's Encyclopedia," the meat packer's dictionary and guide.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Sept. 26, 1929.

CATTLE—Compared with week ago, strictly gain fed steers and long yearlings were 50@75c higher; light yearlings, strong to 25c higher on better grades, lower grades largely 50c up; common grassy native and western killers, steady to weak, with stockers and feeders 15@25c lower. All she stock is unevenly 25@75c lower, fat cows and butcher heifers largely 50@75c down, with low cutters 25c off and cutters 25@50c lower; bulls, 50@75c lower; vealers, mostly \$1.00 down. Extreme top fed steers, \$16.75; yearlings, \$16.35; heifer yearlings, \$14.75. Supply of fed steers above \$15.75 relatively scarce, firm, active and higher all week; inbetween grade fed offerings predominated and fluctuated considerably. Bulk fed steers, \$13.00 @15.25; bulk native and western grassers to killers, \$10.25@11.50; best western grassers, \$12.75; bulk replacement steers, \$9.25@11.25; outstanding light and medium weight offerings, around \$12.00; bulk fat cows, \$7.25@8.75; bulk low cutters, \$5.75@6.00.

HOGS—Compared with week ago, today's quotations were 10@15c lower on hogs scaling under 240 lbs; heavier butchers mostly 35@50c lower, and packing sows 50@75c lower. Bearish influence of increased receipts was partially offset by a slight improvement in shipping demand. Big packers appeared insistent on widening the price range to the disadvantage of heavy hogs. Today's top, \$10.85; bulk good to choice 160- to 230-lb. weights, \$10.50 @10.80; 240- to 260-lb. weights, \$10.15 @10.50; 270- to 310-lb. averages, \$9.60 @10.10; bigweight butchers, down to \$9.00; 140- to 160-lb. weights, \$10.25@10.65; packing sows, \$8.00@9.00.

SHEEP—Weakened dressed lamb trade was the principal factor in fat lamb price decline. Compared with week ago, native lambs were 25@50c lower; rangers, around 25c lower; fat ewes, unchanged. Week's late tops: Range lambs, \$13.25; natives, \$13.65, extreme top early, \$14.00; native ewes, \$5.25. Bulks: Range lambs, \$12.75@13.25; natives late, \$12.75@13.00, early, \$13.00@13.50; fat ewes, \$4.00@5.25; feeding lambs, around 25c higher; medium to good, \$11.50@12.50; choice, \$12.75; breeding ewes, fully 25c lower; week's bulk, \$6.50@7.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Sept. 26, 1929.

CATTLE—Liberal supplies of cattle, most of which were medium to good fed steers, were responsible for prevailing weaker undertone, and the bulk of the beef steer offerings sold at weak to 25c lower rates. Well finished lightweight steers and yearlings held fully steady. One load of highly finished 890-lb. yearlings sold at \$16.50 for the week's top. Best weighty steers went at \$15.35, while bulk of the fed steers and yearlings cleared \$12.50@14.50. Wintered and fed grassers sold at \$10.50@12.25, while most grassers brought \$7.75@10.35. Fat she stock closed at steady to 25c lower rates, while low cutters and cutter cows are firm. Bulls are strong to 15c higher. Vealers and calves slumped 50c@\$1.00, with the late veal top at \$14.00.

HOGS—Trade in hogs ruled very uneven, prices advancing late last week only to be erased during the early part of this week. Weighty offerings scaling 250 lbs. and up met a very dull trade at the opening and sharp declines were effected, but some of this loss was restored on Thursday's trade. Final

prices on light hogs are steady to 10c under a week ago, while weighty kinds are 15@25c lower. Late top rested at \$10.50 on choice 190- to 210-lb. weights. Packing grades are 50@75c lower, selling from \$8.25 down.

SHEEP—Fat lamb values held up well under the increased receipts and final prices are 15@25c lower than a week ago. Best range lamb cleared at \$13.35, while bulk cashed \$13.00@13.35. Desirable natives reached \$12.65, others going at \$11.75@12.50. Mature classes held steady.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Sept. 26, 1929.

CATTLE—Slowness featured the native steer trade this week, and while low-priced kinds and yearlings held steady, other steers, mostly fat descriptions, sold 25c lower than a week ago. Western steers, cows and bulls were 25c lower, while low cutters and good and choice vealers were unchanged. Tops for week: 1,125-lb. matured steers and 974-lb. yearlings, \$14.75; 585-lb. mixed yearlings and 672-lb. heifers, \$14.50; 1,185-lb. Texas grass steers, \$11.35. Bulk prices for week: Native steers, \$11.25@14.30; western steers, \$8.25@10.00; fat heifers, \$13.00@14.00; cows, \$7.25@8.25; low cutters, \$5.25@5.50.

HOGS—Under lighter supplies the previous week hog prices were boosted, reaching a top of \$11.30, but slipped back again later. Compared with week ago: Lights are steady to a shade lower, with heavy weights 25@40c lower; packing sows, mostly 60c lower. Today's practical top, \$10.85.

SHEEP—Compared with last week: Fat lambs are 25c lower, with throw-out lambs and sheep unchanged. Closing top choice lambs to packers, \$12.75; bulk, \$12.25@12.50; throwouts, largely \$8.00; fat ewes, \$4.00@5.00.

OMAHA

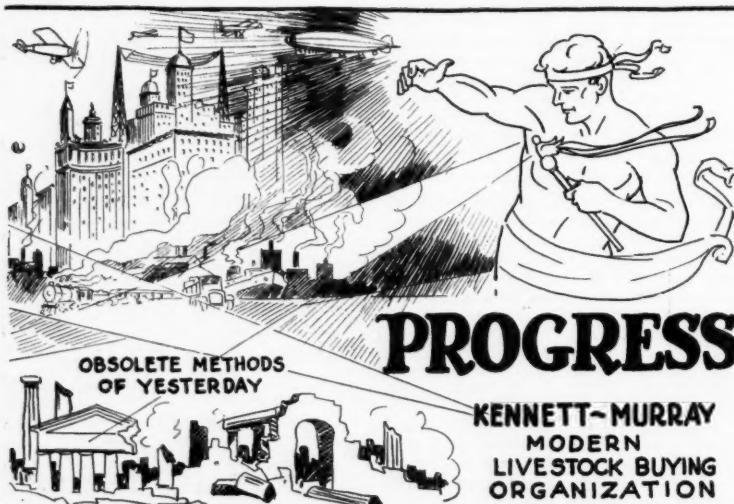
(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Sept. 26, 1929.

CATTLE—Fed steers and yearlings were in much lighter supply than the previous week, and the market showed strength on the early days. Later the early strength was mostly lost, closing prices quoted fully steady to in extremes 25c higher for the week. She stock closed the week steady to 25c lower, grass beef cows showing the decline. Veals closed steady to 50c lower. Top price on fed steers of \$16.00 was paid for strictly choice 1,288-lb. weights. Best yearlings sold at \$15.60.

HOGS—Increased receipts throughout the period proved a depressing factor, and the trend to hog values was sharply lower. Comparisons Thursday day with Thursday uncover a 25@50c break, with strong weight butchers and packing grades 50@65c lower. Thursday's top reached \$10.25.

SHEEP—With an increased percentage of slaughter lambs in the range contingent, this branch of the trade developed weakness, and loss for the period is quoted 25@50c. Matured sheep have held steady. On Thursday, bulk of the range slaughter lambs was \$12.50@12.75; natives, \$12.25@12.50; fed clipped lambs, \$11.25@11.60; slaughter ewes, \$4.00@5.25.



Chicago, Ill., Kennett, Murray & Co.
Cincinnati, O., Kennett, Colma & Co.
Dayton, O., Kennett-Murray-Hostetter, Inc.
Detroit, Mich., Kennett, Murray & Colma
East St. Louis, Ill., Kennett, Sparks & Co., Inc.
Indianapolis, Ind., Kennett, Whiting, Murray & Co.
Washington, D. C.—Service Department

Lafayette, Ind., Kennett, Murray & Co.
Louisville, Ky., P. C. Kennett & Son
Montgomery, Ala., P. C. Kennett & Son
Nashville, Tenn., Kennett, Murray & Co.
Omaha, Nebr., Kennett, Murray & Co.
Sioux City, Ia., Kennett, Murray & Brown

September 28, 1929.

THE NATIONAL PROVISIONER

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ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., Sept. 25, 1929.

CATTLE—Reflecting outside conditions, most slaughter cattle worked 25@50c lower here this week, some few fed steers and yearlings selling from \$13.00@15.00, most grassers \$8.50@10.00, outstanding rangers to \$12.75. Beef cows dropped to a new low of \$6.50@8.00; heifers, \$8.00@9.25; low cutters, \$5.00@5.25; strongweights, \$5.50@5.75. Bulls held at \$7.75@8.25; vealers, \$16.00@16.50.

HOGS—Lights and butchers broke 10@25c, these selling mostly at \$10.00@12.50, sorted kinds to \$10.40, extremely heavy butchers on down to \$9.00. Packing sows dropped 50@75c to \$8.00@8.25 mainly, pigs holding at \$9.50, with light lights at \$9.75@10.00.

SHEEP—Fat lamb values were unchanged, medium to choice natives scoring \$11.75@12.75; heavies, \$10.00; throwouts, downward to \$9.00. Ewes held at \$4.00@5.00; thin kinds, \$2.00@3.00.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Sept. 26, 1929.

CATTLE—Fed steers and yearlings reacted sharply from last week's slump. Yearlings scored 25c from 25c to mostly 50c gains, and matured beeves finished strong to 25c higher. Choice 1,110-lb. beeves topped at \$16.00, yearlings reached \$15.00, and most grain feds went at \$12.50@14.25. Yearling heifers

also advanced. Low cutters and cutters remained firm, and in-between grades she stock showed 25@50c declines. Choice heifers topped at \$13.75, and grass cows bulked at \$6.75@7.75. Bulls and veals were little changed, with heavy beef bulls up to \$9.25 and select vealers up to \$15.00.

HOGS—Uneven declines developed, with finished lights 15@25c lower. Plain kinds, weighty butchers and packing sows, 35@50c off. Top dropped to \$10.15 for sorted 180-lb. kinds, while most 180- to 230-lbs. cleared at \$9.75@10.00. Most 240- to 270-lb. butchers went at \$9.35@9.65; with heavier weights mainly \$8.75@9.25. Sows sold largely at \$7.75@8.35; best, \$8.50.

SHEEP—Fat lambs ruled about 25c lower, and other killers were little changed. Choice native slaughter lambs topped early at \$13.25, with the late bulk around \$12.75 and below. Fat ewes sold up to \$5.25.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended, Sept. 19, 1929, with comparisons, as reported by the Dominion Live Stock Branch:

BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended, Sept. 19.	Prev. week.	Same week.
Toronto	\$8.75	\$10.50	\$11.75	
Montreal	10.00	10.00	11.00	
Winnipeg	9.00	9.50	11.00	
Calgary	8.75	9.25	11.00	
Edmonton	8.50	8.75	10.50	1928
Prince Albert	8.00	....	11.00	1927
Moose Jaw	9.50	10.00	10.50	1926
Saskatoon	8.50	8.50	9.50	1925

VEAL CALVES.			
Toronto	\$17.00	\$16.50	\$17.00
Montreal	14.00	14.00	14.00
Winnipeg	14.00	14.00	14.00
Calgary	10.50	10.50	10.50
Edmonton	11.00	11.00	13.00
Prince Albert	8.00	9.00	10.00
Moose Jaw	11.50	12.00	11.00
Saskatoon	10.00	9.50	11.00

SELECT BACON HOGS.

	\$12.75	\$12.25	\$13.50
Toronto	12.50	12.50	13.50
Montreal	12.00	12.00	13.25
Winnipeg	11.50	11.50	13.25
Calgary	11.00	11.00	13.10
Edmonton	11.35	11.10	13.10
Prince Albert	11.40	12.25	13.25
Moose Jaw	11.75	12.00	13.25
Saskatoon	11.40	11.80	13.00

GOOD LAMBS.

	\$12.50	\$12.50	\$13.50
Toronto	12.00	11.50	12.50
Montreal	10.50	11.50	12.00
Winnipeg	10.50	11.00	11.00
Calgary	10.00	10.00	11.50
Edmonton	10.00	10.00	10.50
Prince Albert	10.00	10.00	10.50
Moose Jaw	11.00	11.50	11.00
Saskatoon	10.50	10.50	11.00

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week Sept. 21, 1929, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ended Sept. 21	304,000	491,000	545,000
Previous week	227,000	541,000	508,000
1928	396,000	457,000	599,000
1927	275,000	435,000	430,000
1926	380,000	483,000	569,000
1925	299,000	470,000	390,000

At 11 markets:

	Cattle.	Hogs.
Week ended Sept. 21	422,000	
Previous week	465,000	
1928	388,000	
1927	370,000	
1926	423,000	
1925	412,000	

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Sept. 21	245,000	340,000	407,000
Previous week	222,000	375,000	416,000
1928	305,000	330,000	456,000
1927	213,000	293,000	325,000
1926	314,000	336,000	435,000
1925	248,000	332,000	286,000

E. K. Corrigan

Exclusive Hog Order Buyer
Operating on Three Markets

So. Omaha Kansas City So. St. Joseph
E. K. Corrigan Karl N. Soeder R. G. Symes

The Commission is the Same—Why not Get the Best?
Three A-1 Hog Buyers to Serve You

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Exclusively Hog Order Buyers

Telephone Yards 6184 Union Stock Yards, CHICAGO

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Do you buy your Livestock
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Buyers Only

Hogs Cattle

Union Stock Yards, So. St. Paul, Minn.

September 28, 1929.

THE NATIONAL PROVISIONER

51

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, September 21, 1929, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.	
Total	2,423	385	5,853	
MILWAUKEE.				
Cattle.	Calves.	Hogs.	Sheep.	
Swift & Co.	718	82	1,521	9,115
Armour and Co.	716	147	1,302	12,569
Blayne-Murphy Co.	400	81	1,240	387
Others Total	580	75	1,790	839

Save \$199 of every \$200 lost at doorways

Next Best is the Stevenson "Man-Size Door Closer"

for regular doors of any make. Stops losses with efficiency only surpassed by "Door That Cannot Stand Open."

No. 1. 29 $\frac{1}{2}$ " long, \$9.50 f. o. b. factory.

No. 2. 23 $\frac{1}{2}$ " long, \$8.50 f. o. b. factory.

State size of door. Whether right or left. Whether frame and door are flush or overlapping.

OUT of the open doorway goes the dry cold air it costs money to create—in rushes the warm, moist air which coats pipes with ice and mould-spots goods. So long as doors must be opened you can't do away with all those losses—but you can prevent 99 $\frac{1}{2}$ % of them.

The new WEDGETIGHT Fastener, the greatest improvement in fastener construction in years, can be furnished on this door if desired at slight extra cost or sold separately for replacement on doors already in use—any make.



Going Out

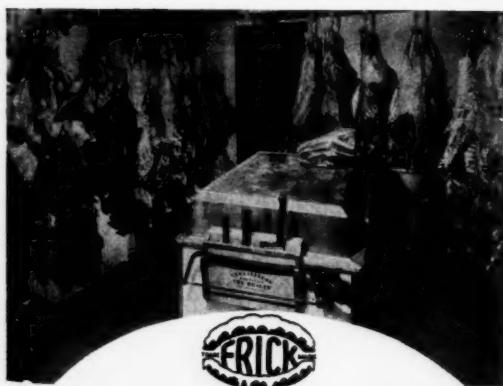
Just bump the truck into the metal-covered double-swing flapper doors and keep on going. These double-swing flapper doors operate the unlatching bar on the main door, releasing door and throwing it open. The instant truck and man clear the doorway, gravity closes the double-swing doors.

Stevenson "Door That Cannot Stand Open"

Fully protected by patents—All infringements will be prosecuted

Stevenson Cold Storage Door Co., Chester, Pa., U. S. A.

2 W. 45th St., New York City; Room 1832, Builders Building, 228 N. LaSalle St., Chicago; 335 Market St., San Francisco; 2650 Santa Fe Ave., Los Angeles. Special Traveling Representative for Southern States, Address Chester Office.



Refrigeration

For the safe storage of meats, fish, poultry, game, dairy products, fruits, vegetables and other foods, Frick Refrigeration offers many distinct advantages.

Safe, economical, durable machinery—preferred by managers and engineers for nearly 50 years.

Write for Ice and Frost bulletins.

Frick Company
MANUFACTURERS
REFRIGERATION EQUIPMENT

Mathieson Ammonia Anhydrous and Aqua

SODA ASH	VANILLIN	COUMARIN
CAUSTIC SODA	BENZOIC ACID	BENZALDEHYDE
LIQUID CHLORINE	ETHYL VANILLIN	BENZYL CHLORIDE
BLEACHING POWDER	BENZYL ALCOHOL	BENZOATE OF SODA
CHLORINE PRODUCTS	HYPONICHLORITE	BENZYL ALCOHOL
BICARBONATE OF SODA	PURITE (FUSED SODA ASH)	SULPHUR DICHLORIDE
H T H (HYPOCHLORITE)		

The high Mathieson standards of manufacture and the complete facilities for prompt, efficient service guarantee to every Ammonia purchaser utmost value and satisfaction.

MATHIESON ALKALI WORKS (Inc.)
250 PARK AVENUE, NEW YORK CITY

PHILADELPHIA CHICAGO PROVIDENCE CHARLOTTE CINCINNATI

WOZNIAK: NIAGARA FALLS, N.Y. BALTIMORE, V.A. NEWARK, N.J.



YORK

for the
**PACKER, SAUSAGE MAKER, RENDERER
AND BY-PRODUCT MANUFACTURER**

Ammonia or Carbon
dioxide systems of
refrigeration
Write for Bulletins

YORK
ICE MACHINERY CORPORATION
YORK, PENNSYLVANIA

Ice and Refrigeration

Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

CYLINDER LUBRICATION.

With compressors using either ammonia or carbon dioxide, one of the most important factors is to maintain suitable stuffing box seals and properly lubricated piston rods.

Where ammonia is involved, it is necessary to remember that this chemical has a certain corrosive action on copper and brass. Stuffing boxes for such service are therefore built of cast iron or steel (as are other parts of the compressor), and metallic (babbitt metal), asbestos or rubber packing is used.

In some types of machines a hollow space or "oil lantern" is located between two separate sets of packing. This space surrounds the rod and is filled with oil. It not only serves as a seal to prevent loss or leakage of ammonia, but also as an effective means of piston rod lubrication. Lubricant is usually fed to the "oil lantern" by means of a hand or automatic pressure oil pump.

Where the piston rod is efficiently lubricated, its surface will have a smooth gloss and will be covered with a light film of oil. There will be no indication of overheating, and a relatively perfect seal will be maintained with a minimum of leakage.

In some cases of double acting machines, the "oil lantern" serves also as a means of introducing the lubricant to the compressor cylinder by allowing it to work past the piston rod packing. There is an added advantage to this method in that certain grades of packing, which might be reacted upon by ammonia gas, will be protected by the lubricant.

More usual practice in cylinder lubrication, however, is to design compressors for pressure lubrication, using a positive oil pump or force feed lubricator which is driven from the reciprocating mechanism through a suitable connection.

Force feed lubrication is advantageous in that the amount of lubricant supplied to the compressor is dependent upon the speed of operation. It is, therefore, dependable and economical and requires little attention on the part of the engineer, except when it is necessary to refill the lubricant.

Thus by careful adjustment and correction it is possible to feed a definite quantity of lubricant at each stroke and at just the right time to be most effective.—Refrigerating Engineers.

REFRIGERATION SAFETY.

The packers and tanners and the refrigeration sections of the National Safety Council will hold meetings at the Stevens Hotel, Chicago, Tuesday and Wednesday, October 1 and 2. The National Safety Council is holding its Eighteenth Annual Congress at the Stevens Hotel, Sept. 30 to Oct. 4.

At the packers and tanners section meetings the following subjects among others will be discussed: Safe Practices in the Tanning Industry, by Hubert L. Clover, safety supervisor, International Shoe Co., St. Louis, Mo.; Safety in the Packing Industry, by Earl McIntosh, inspection department, Security Mutual Casualty Co., Chicago; F. E. Morris, assistant chief engineer, Liberty Mutual Insurance Co., Boston, Mass., will also address the gathering.

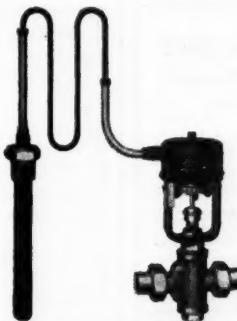
Many subjects on safety in ice manufacture and in the operation of refrigerating machinery are scheduled for discussion in the refrigeration section meetings.

NEW TEMPERATURE REGULATOR.

It is only within a comparatively recent time that the meat industry generally has come to appreciate the importance of correct temperatures in meat plant processing operations.

This applies to practically all operations where heat is used, from the hog scalding vat to the smokehouses. It is of particular importance where operating costs enter and where temperature is a controlling factor in the amount of shrink and the appearance and the quality of the product.

With appreciation of the importance of correct temperatures in processing operations came the realization of the necessity for mechanical means for



FOR SMALL EQUIPMENT.

This new automatic temperature regulator is designed for temperature control of small processing equipment. It is sturdily constructed and gives close regulation within its range.

regulating temperatures, rather than dependence on the human element, if best results were to be secured. Today, as a result, the automatic temperature regulator is standard equipment in the plant where efficiency of operations and high quality products are the rule.

As with other equipment, best results with automatic temperature regulators are obtained when the devices are carefully chosen to do the particular work required. A recent addition to the list is a small compact regulator for controlling temperatures of steam tables, cooking kettles, open and closed tanks, glue kettles, coffee urns, etc.

This regulator is provided with

means for easy adjustment of temperatures within its range, and its operation, it is said, is not affected by temperature fluctuations at the valve end, either above or below the bulb temperature. An indicating scale arbitrarily graduated is provided so that the regulator may be reset to a given point after having been changed. An excessive temperature rise at the bulb of 100 to 200 degs. will not damage it.

This temperature regulator, known as No. 921, is manufactured by the Fulton Sylphon Co., Knoxville, Tenn.

REFRIGERATION NOTES.

The Hollywood Ice & Cold Storage Co., Hollywood, Fla., is planning to enlarge its cold storage facilities.

A request for immediate construction of a refrigeration terminal on Mission Rock, San Francisco, Calif., has been submitted to the governor of California by the California Pear Growers' Association.

Seminole Ice Co., Miami, Fla., has private plans for erecting a cold storage and ice plant, to cost about \$20,000.

Capital stock of the United States Cold Storage Co., Chicago, Ill., has been increased from \$1,000,000 to \$1,500,000.

A 2-story cold storage plant, to cost approximately \$150,000, will be erected at Flint, Mich., by the New Orleans Fruit Co.

F. M. Richards recently opened a cold storage and packing plant at Spruce Pine, N. C.

Western Fruit Express is planning to construct a new icing plant at Williston, N. Dak., to cost some \$120,000.

Lehigh & New England Terminal Warehouse plans to install a complete refrigeration plant at Bethlehem, Pa., to cost about \$65,000.

The White Store Co., Knoxville, Tenn., has leased cold storage warehouse at 215 N. Broadway.

Dillingham & Alexander plan to erect a cold storage plant at Albany, Tex., on site recently acquired.

W. H. Heinem soon will erect a cold storage plant at Littlefield, Tex.

Taylor Brothers, Stephenville, Tex., have awarded contract for construction of a cold storage and ice plant.

Merchants Cold Storage & Ice Co., Richmond, Va., are installing additional equipment in their plant at that point.

Central Atlantic States Service Corp. plans to build a cold storage plant at Waynesboro, Va., soon.

The American Ice & Cold Storage Co., Everett, Wash., is increasing its capital stock from \$150,000 to \$200,000.

The Union Refrigerator Co. has been acquired by the General American Tank Car Corp., according to newspaper report, primarily through exchange of stock. No change in management of the Union company is contemplated, but the 5,000 refrigerator cars of the company will be added to General rolling stock.

The new \$500,000 cold storage warehouse of the Victoria Cold Storage & Terminal Warehouse Co., Ltd., Victoria, B. C., was formally opened recently with appropriate ceremonies.

F. C. ROGERS BROKER Provisions

Philadelphia Office
Ninth & Noble Streets

New York Office
New York Produce Exchange

J.C.Wood - Robt.Burrows
Give Each Order Their
Personal Attention



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6889

Cash Provisions - Beef - Etc
Future Provisions - Grain and Cotton
Members Chicago Board of Trade
Daily Price List Sent on Request

30
YEARS
Serving
Packer

J. C. Wood & Co.

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WM. M. WARE & CO.

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GREASE
TANKAGE
CRACKLINGS
ETC.

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Export Packing House Products Domestic
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Member New York Produce Exchange

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Codes: Cross, Kelly, Utility (Livestock Ed.) Lieber's (5th Ed.)
Rep., Wynantskill Mfg. Co., Stockinette, Troy, N. Y.

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Provisions, Fats, Oils and all By-Products

SEATTLE, WASH. All Codes PORTLAND, ORE.

Casing House Experimental and Consulting Service

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Waste Utilization—Deodorization
Disinfection, etc.

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SPECIALTIES, Packing Plants, Cold Storage, Manufacturing
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Tallow, Grease, Provisions, Oils
Tallowage, Bones, Cracklings, Hog Hair
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All Codes

E.G. JAMES COMPANY

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Beef, Provisions, Packing House Products,
Tallow, Greases, Fertilizer Materials, Bone
Materials, Animal Feeds, Whale Guano
Bird Guano



We trade in Domestic, Canadian, European,
Australian, New Zealand and South
American products on
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148 State St.,
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Bank Building,
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On request, our complete pro-
vision, fresh meat, packing-
house products, tallow and
grease daily market quotation
sheets will be mailed to any
member of the trade free of
charge; also our periodical
market reports.

We specialize in taking care
of the requirements of buyers
located all over the United
States and Canada. Offerings
telegraphed promptly on re-
ceipt of inquiries.

September 28, 1929.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
Sept. 26, 1929.

Regular Hams.

	Green.	S. P.
8-10	19	20
10-12	18	18%
12-14	17	18
14-16	17	18
16-18	16½@16%	18
18-20	16½	18
10-16 range	17	18
16-22 range	16½	18

S. P. Bolling Hams.

	H. Bn.	Select
16-18	18	18½
18-20	18	18½
20-22	18	18½

Skinned Hams.

	Green.	S. P.
10-14	19	20%
14-16	18%	20
16-18	18	18½
18-20	16	16½
20-22	15½	16
22-24	14%	15%
24-26	13½	15
25-30	13½	14½
30-35	12½	14

Picnics.

	Green.	S. P.
4-6	14½	14½
6-8	13½	13½
8-10	11½	11½
10-12	11½	11½
12-14	11½	11½

*Square Cut and Seedless.

D. S. Bellies.

	Clear.	Rib.
14-16	12½	12½
16-18	12%	12½
18-20	12%	12½
20-25	12	12
25-30	11½	11½
30-35	11½	11½
35-40	11½	11½
40-50	11½	11½

D. S. Fat Backs.

	10	10½
8-10	10	10½
10-12	10½@15%	16½
12-14	15	13½
14-16	14½	13%
16-18	14½	15

D. S. Rough Ribs.

	12½
45-50	12½

	12
55-60	12

	11½
65-70	11½

	11½
75-80	11½

	14
D. S. Morts.	

	12½
Extra short clears	12½

	12½
Extra short ribs	12½

	11½
Regular plates	11½

	4-6
Clear plates	8½

	8
Jowl butts	8

	11½
Other D. S. Morts.	11½

CLEAR BELLIES—

	11½
Extra short clears	11½

	11½
Extra short ribs	11½

	11½
Regular plates	11½

	4-6
Clear plates	8½

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SHORTH RIBS—

	11½
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Retail Section

Personal Contacts Help Meat Dealers To Get and Hold Trade

Merchandising is today the keynote of meat retailing, as it is in many other lines of business. And the retail meat dealer who puts his mind and energy to the selling end of his trade is the one who now is reaping the profits.

Retail salesmanship is not a matter of dozing behind the counter, waiting for customers to enter the store. Nor does it mean that once a customer has been sold, there is no need for follow-up efforts for further sales.

Progressive retailers are making use of every facility to make and retain a permanent, reliable trade. They employ the telephone, offer recipes for meat dishes, display their goods to the best advantage and advertise consistently in the local newspapers.

These are general methods of getting and holding business. But some dealers go even farther, with notable success.

The following article describes how one dealer overlooks no opportunity to give efficient, personal service, and how it has paid him to do so. It is especially interesting to other retailers because it shows that, contrary to general belief, close personal business contacts can be maintained in a very large city.

This Butcher Thinks—and Profits!

By Egon A. Schilling.

Joseph Weiss is a retail meat dealer of Milwaukee, Wis., whose many years in the business have taught him how

to please his customers. In this he succeeds to a marked degree.

In the first place he is one of the most amiable gentlemen it is possible to meet. He always has a smile for everybody, and recently, when ill and in bed for several weeks, literally dozens of his customers and friends came to visit him.

His customers are not only customers in the ordinary sense of the word—they are his friends, and he is theirs.

How does he go about making friends for the store and keeping them? How does he increase his business? Here are some of the methods he uses.

Constant Service Pays.

In the first place, there is never an hour of the day that he cannot be reached by any customer for anything he sells. Hunters and fishermen, sometimes forgetful as the result of a last minute rush to get packed and ready, often call him up at midnight for bacon, sausage or anything else they have overlooked for supplies.

Mr. Weiss himself is an enthusiastic hunter and fisherman so he sympathizes with those who are going away and are food-short. Sometimes he leaves his bed to supply these sportsmen friends with meats and other eatables.

Nothing in the way of service is too much trouble for him!

Recently, when one of his customers

required, at three in the morning, a cut of meat prescribed by the doctor for a sick member of the family, Mr. Weiss was more than willing to go to his shop and deliver it.

Gains Customer Confidence.

All his friends and customers know that they have but to call him up and, if it is humanly possible to do so, he will supply their needs. People remember such service and are pleased.

Milwaukee is a large city and covers many square miles; but the Weiss shop serves not only those who live in the neighborhood but also many who live as far as eight and ten miles away.

These latter customers at one time or another lived in his neighborhood, but moved away. Would they patronize another butcher in their new neighborhood? Not if they could help it.

The Weiss policy has made such an impression on them that they will buy from him as long as he is in the retail meat business.

Making Permanent Friends.

During the war, when Mr. Weiss had to make deliveries himself, the first question he asked when he came into homes where members were away in the service, was about the boys who were gone. Day after day this was repeated because he really took a personal interest in the sons of his customers.

Did the parents remember these inquiries? They did—his business, even in war time, was good. And they still remember, how he always asked about



NEW PUBLIC MARKET ON COAST HAS MANY ATTRACTIVE FEATURES.

The handsome new Marengo Market in Pasadena, Calif., is one of the most attractive public markets on the Pacific Coast. In it is sold just about everything in the way of eats. Wide aisles, individual markets that do not get over the aisle lines, plenty of light and ventilation and scrupulous cleanliness make this a most attractive place in which to shop.

September 28, 1929.

THE NATIONAL PROVISIONER

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their sons and how they were getting along.

Customers who move away from the Weiss neighborhood feel toward him as a friend, not as just another store owner. And many of those who live at long distances from the shop, still drive over to call for their purchases personally!

Those Who Move Away Come Back.

Among those families living at a great distance from the Weiss shop are many who have standing orders with him for poultry and other goods. Turkeys, geese and ducks which he has supplied them for many years are not inferior goods, and this is one reason that they go to him for these things.

Mr. Weiss makes special trips into the country for poultry, buying direct from the farmer or poultry raiser and getting the best selections. The live birds are taken to his shop and there held and killed as needed. Turkeys, and these the best that money can buy, are fed up two weeks in advance of the holiday seasons.

In the many years that Weiss has supplied his trade poultry, not one complaint has been made that the birds were old, tough, or not good to eat.

Service Rather Than Price.

Many customers do not even ask the price of the poultry they buy from Joe Weiss. They simply ask him to get a 15- or 18-lb. turkey, and when the bill comes, whatever it is, they pay it without question.

It will be apparent that Mr. Weiss is trusted, and he deserves this trust. He never overcharges, but for the high quality of goods he sells, *he gets his price*, which is as it should be.

Folks do not question whether an article is one cent higher at a Weiss shop than in another market down the street. They know that Weiss is fair and does the right thing always. He has many wealthy customers, but whether rich or poor, all are accorded the same smiling service.

Mr. Weiss himself had to begin at the bottom, and he treats people as he would want others to treat him—The "Golden Rule" Shop!

The Little Things That Pay.

Years ago Mr. Weiss received from his mother a country sausage recipe, and this sausage he now manufactures and himself. This is a business-getter and people come from all over to buy it.

He also smokes shoulders and hams, and his home-made products are in constant demand. During the hunting season, he is the man the hunters go to with a deer to be cut up, or with deer shoulders and hams to be smoked. He is an expert at this sort of thing and a taste of a smoked shank is something not soon to be forgotten.

Friends come to him and ask whether he will keep wild ducks and other game in his ice box for them until needed. This service is without charge and Weiss is only too glad to do it.

One year, when he himself could not go deer hunting, he was given so much deer meat by others that he had to give much of it away to hospitals. His friends do not forget him.

Getting and Holding Trade.

His store goes about getting business

in many different ways. Each day customers are called by phone, instead of waiting for them to telephone in. They are told what is new, or has just been received, or what is especially good.

Weeks before the holidays, he calls up all his distant customers and asks them whether he should attend to their holiday meat requirements. Many orders are secured this way. People do not then have to remember to order their turkey, or goose or duck. Joe Weiss attends to the matter and delivers when needed, in plenty of time.

Children who come in to buy for their parents are questioned in such a way that they leave their birthday dates with Mr. Weiss, without remembering having done so. When these dates approach Mr. Weiss sends them a birthday card, and this system is also followed with older people wherever possible. People like to be remembered.

Children Later Are Customers.

When there are deaths among his customers, he sends flowers and goes to the homes and leaves his expression of sympathy. More than one good customer has been made from such thoughtful deeds.

Children, (and this was the general custom years ago,) are given—free, of course—a small slice of bologna when they shop at the Weiss store. Many of those youngsters who were accorded "grown-up" service years ago, are now married and still buy from Mr. Weiss. He keeps up his contacts.

Children are his friends and he knows how to please them. Having four of his own, he knows just how to talk to them. No youngster has ever walked out of the Weiss shop less happy than when he walked in.

For the past several years Mr. Weiss has made it a custom to take with him, on week-end trips to his summer home, some young boy or girl who buys at his store. Each time he takes different children, and in this way gives many of them an outing. The girls are in charge of Mrs. Weiss on these trips, and Mr. Weiss takes care of the boys.

The parents of the visitors thus are relieved of their care, and the children gain in health and enjoyment over the week end. This sort of thing "gets under the skin" of parents, and nothing but praise and extra business is the result for the donor.

His service and system are proven successes. Joe Weiss thinks—and profits!

NEWS OF THE RETAILERS.

The Schuman Meat Market, Purcell, Okla., Mike Schuman, proprietor, has been moved to the W. H. Cobb grocery.

Paul Mentzel is about to engage in the meat business at Fort Towson, Okla.

S. D. Meyers has opened a second meat market at Salina, Kan., under the name of Stop & Shop Grocery & Market.

John Bauquier is engaging in the meat and grocery business at Sacramento, Calif.

Frank Reed is engaging in the meat and grocery business at Burlington, Mich.

Frank Darling & Son have purchased the J. R. Jordan meat market, Lake Odessa, Mich.

The Roosevelt Meat Market has

been opened at the corner of Eureka and Fifth st., Wyandotte, Mich.

Roy Gleason has engaged in the meat business at 604 Main st., Three Rivers, Mich.

Arthur Genkes has purchased the meat market of M. E. Thompson, Middleville, Mich.

The Shaw Sanitary Red & White Grocery & Market, 67th and Foster Road, Portland, Ore., has been purchased by E. J. Engdahl.

Smiley Evans has purchased the meat business of Tom Grigsby, Ashland, Ore.

H. H. Kuhn has engaged in business at Portland, Ore., as the Empire Market.

The Dagnon Meat Market, Gays Mills, Wis., has been destroyed by fire.

Willard Milner has purchased the meat market at South Main st., Frankfort, Ind., from Emil Christensen.

Chas Carpenter, Estherville, Ia., meats, sold out recently to Carl and Dave Crawford.

Edward Burke will open a new meat market at 311 North Washington Ave., Lansing, Mich., as the General Market.

The Campus Market, 502 West Cross st., Ypsilanti, Mich., meat market and grocery, has been sold to Mr. Fox of Adrian.

A. N. Mauritsen will open a new meat market at Estherville, Minn., in connection with the Howards' cut rate grocery.

Union Packing House Market has been incorporated at Milwaukee, Wis., by F. Berg, H. Warren and Elsie Warren.

George H. Quan has purchased the meat and grocery business of James N. Anastasio, Sacramento, Calif.

John Piepkopf has purchased the City Meat Market, Chandler, Okla., from Harry Pingry.

The Lewis Mercantile Co., Quinter, Kan., has added refrigerating equipment and will carry fresh meats.

Fred Addison has purchased the Washington Meat Market, 637 Washington st., Columbus, Ind., from Ricketts & Miller.

TOLEDO RETAILERS MEET.

The Toledo Retail Meat Dealers Association held its first regular meeting, after a 3-months vacation, on Wednesday evening, September 25. Two subjects were thoroughly discussed, one a membership campaign and the other an attendance prize. Committees will be appointed at the next regular meeting.

Chas. W. Hesse, who recently returned from a trip abroad, gave an interesting report, illustrated with views of many points of interest. Gus Williamson is attending the State Meat Conference being held in Columbus, Sept. 24-26. The housewives League has invited the association to have a speaker at their meeting in October.

WISCONSIN STATE CONVENTION.

The twelfth annual convention of the Wisconsin State Association of Retail Meat Dealers will be held at Milwaukee, Wis., on October 13-15, 1929, according to announcement made recently by Harvey L. Wickert, secretary. A worth while program of papers and entertainment has been prepared, and reports indicate that a large attendance will be present.

Read "Self-Service—The Newest Step in Meat Merchandising," on page 29.

September 28, 1929.

New York Section

NEW YORK NEWS NOTES.

Milton Mandel, superintendent, New York plant, Adolf Gobel, Inc., is spending a week at the Boston branch.

A. D. Loeffler, sr., vice-president, Adolf Gobel, Inc., Washington, D. C., is spending a few days in New York.

Fred Schenck, president of the Columbus Packing Co., Columbus, O., visited New York during the latter part of the week.

J. H. Shoemaker, beef inspector, Wilson & Co. district office, is spending a two weeks' vacation motoring through Maryland and Virginia.

F. D. Green, assistant general superintendent, Armour and Company, Chicago, has been spending a few days at both the New York and the Jersey City plants during the past week.

Nathan Strauss, Inc., announce the opening of three new markets at the following locations: 473 Steinway ave., Long Island City; 776 Flatbush ave., Brooklyn and 206 East 29th st., New York City.

Wilson & Co. had as visitors during the past week J. D. Cooney, legal department, and J. A. Hafner, United Chemical Organic Products Co., the latter spending some time in Philadelphia as well.

Erin J. Reis, who was transferred from Chicago some time ago to take charge of the refinery department of the Jersey City plant of Armour and Company, returned to Chicago last week to resume his duties at that point.

Wilson & Co., New York plant, purchased a load of steers at the Eastern States Exposition held at Springfield, Mass., last week, together with the grand champion, which weighed 820 lbs. alive and cost \$75.00 per cwt. at auction. This steer was later sold and will be exhibited alive at Trommers', Bushwick Avenue, Brooklyn.

The joint committees on retail and packer relations of the New York Meat Council held a meeting on Wednesday, September 18, at which were present representatives from the packers and the following members of the retail committee: George Kramer, Charles Schuck, David Van Gelder and L. O. Washington. Pendleton Dudley, Eastern representative of the Institute of American Meat Packers, also was present. General discussions were held on the present trends in the industry, one of which was chain store development. These meetings have done so much to create good will and understanding that it was the consensus of opinion of all present that they should be held regularly every month.

AMONG RETAIL MEAT DEALERS.

Out of earnings which aggregated 65 per cent on fire protection in 1928, a refund of 33½ per cent has been voted by the board of directors of the New York Retail Butchers' Fund, Inc. The balance of the earnings has been added to the surplus of the organization. The fact that so large a percentage was earned is a tribute not only to the efficient management, but to the retail food merchants—the grocers and the butchers, themselves. Fires are rare among them and the firm which insures

them against loss by fire is practically assured of a good margin of profit.

The mass meeting which was held on Tuesday evening, September 24, at Schwaben Hall, Brooklyn, drew retailers from all sections of Brooklyn, and a hearty response to the proposed plan to close all shops at eight o'clock Saturday evenings. There wasn't one dissenting vote. There were many speakers, among whom were Aaron Haas, president of Eastern District Branch, who planned the meeting; Charles Reidel and David Van Gelder.

Jacob Becker, a charter member of the Jamaica Branch of the Retail Meat Dealers Association, residing at 11504 119th st., Richmond Hill, passed away this month after a short illness. Mr. Becker was 45 years of age, and is survived by his wife.

Max Strahl, member of the South Brooklyn Branch, is recovering from a serious operation at the Shore Road Hospital, Brooklyn. Mr. Strahl is doing very nicely and it is expected that he will be able to return to his home within a few weeks.

In appreciation for his efforts in forming the new Shin Bone Club the secretary of the Jamaica Branch, Gus Fernquist, was unanimously elected its first president. It is planned to enroll members in this club from all branches; its purposes will be purely social.

FRANKFURTS BY AIRPLANE.

Speaking of service, how's this? Seven hundred pounds of frankfurts left New York City at 12:12 P.M. on August 28. Fifty-three minutes later they arrived in Atlantic City. One and one-half hours after leaving New York the meats were being served "hot off the griddle" to members of the Atlantic City Chamber of Commerce, who were on hand to welcome the shipment.

The frankfurts were shipped by Stahl-Meyer, Inc., New York City, by airplane. This initial shipment marked the inauguration of a special airplane delivery service by this company. The consignment was sent to Childs restaurant.

It is the plan of the Stahl-Meyer Co. to run a regular daily delivery plane service to points within 200 miles of New York. Fresh meats and other merchandise of the company will be shipped in this manner when immediate service by customers is requested.

The object of the airplane delivery service, according to Arthur S. Davis, general manager of Stahl-Meyer Inc., is to make quick deliveries and have fresh products available for customers of the company. The plane put in service on the Atlantic City run is capable of carrying 1,200 lbs. of meats and has special compartments for handling the merchandise.

Among those present at the christening exercises of the plane were Waldemar Neumann, secretary of Stahl-Meyer Inc.; William M. Purcell, sales manager of F. A. Ferris & Co. Inc., a subsidiary of Stahl-Meyer Inc.; Otto Weber, vice president of Stahl-Meyer Inc.; S. Bronenkant, metropolitan sales manager of Otto Stahl, Inc., Louis Meyer and Otto Stahl.



PACKER USES AIRPLANE TO SPEED UP DELIVERY SERVICE.

Sampling the product before it starts. Left to right: Otto Webber, vice president, Stahl-Meyer, Inc.; Otto Stahl himself, and the chef. The airplane is partly loaded.

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Many of the leading packers
and wholesalers of the mid-
dle west, east, and south are
selling Mistletoe. Let us re-
fer you to some of them.

G. H. Hammond Company
Chicago, Illinois

HAMMOND'S Mistletoe MARGARINE

A.H. March Packing Co. Pork Packers

Ask for the Celebrated Diamond A.H.M.
Brand—Known Since 1873

Hams, Bacon and Lard BRIDGEPORT, PA.

The International Provision Co. PACKERS AND EXPORTERS OF FINE PROVISIONS

33 to 43 Degraw St. Brooklyn, N. Y.
Cable Address, Hazelyork, Brooklyn

NORTH PACKING & PROVISION CO.

NORTH STAR BRAND PORK PRODUCTS
Packers, Jobbers and Exporters of Provisions
New York Office, 444 PRODUCE EXCHANGE
Boston Store, 87 SOUTH MARKET ST.
General Office and Packing Houses, SOMERVILLE, MASS.

CORKRAN, HILL & CO.

Beef and Pork Packers
Union Stock Yards, Baltimore, Md.
"Corkhill" Brand Hams and Bacon
Dressed Beef, Butter Cheese, Eggs

Hammett & Matanle, Ltd.

CASING IMPORTERS
23 and 24 ST. JOHN'S LANE
London, E.C.1
Correspondence Invited

The Cudahy Packing Co.

Importers and Exporters of
SELECTED SAUSAGE CASINGS
111 West Monroe Street Chicago, U.S.A.

Niagara Brand



Genuine Double Refined Saltpetre (Nitrate of Potash)
and Double Refined Nitrate of Soda

"The old reliable way to cure meat right"
Both Complying with Requirements of the B. A. I.

Manufactured by

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Established 1840 NEW YORK

NEW CURING VATS

Dozier Meat Crates
Packing Box Shooks

B. C. SHEAHAN CO.
166 W. Jackson Blvd. Chicago



When you
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THINK OF
Best, Lightest, Strongest

A. Backus, Jr. & Sons
Dept. N., DETROIT, MICH.

Evangeline Brand Log Cabin Sausage Seasoning

Write for sample. Taste tells the Tale
We operate the largest electric and steam dryer Pepper Plant in the
world. ST. MARTINVILLE, LA.—Where the richest QUALITY
Peppers Grow—Agents Wanted.

Evangeline Pepper & Food Products
St. Martinville, La., U. S. A. Established 1912

parchment lined

Sausage Bags

and
BELL'S SAUSAGE SEASONING
The William G. Bell Company, Boston, Massachusetts

September 28, 1929.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$12.75@13.50
Steers, medium	10.25@12.75
Cows, common and medium.....	7.00@ 8.50
Bulls, cutter-medium	6.25@ 9.00

LIVE CALVES.

Weaners, good to choice.....	\$16.25@19.50
Weaners, medium	12.00@16.25

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$13.25@14.50
Horns, medium	11.00@13.25
Lambs, common	8.00@11.00
Ewes, medium to choice.....	4.50@ 6.00

LIVE HOGS.

Hogs, 160-210 lbs.	\$ 611.00
Hogs, medium	611.00
Hogs, 120 lbs.	610.00
Roughs	61 9.00
Good Roughs	61 9.25

DRESSED HOGS.

Hogs, heavy	@17%
Hogs, 180 lbs.	@17%
Plgs. 80 lbs.	@18%
Plgs. 80-140 lbs.	@18

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	26 @27 1/2
Choice, native light	26 @27 1/2
Native, common to fair	24 @25 1/2
Common to fair cows	18 @19
Fresh bologna bulls	14 @15
Fresh bologna bulls	16 @17

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	24 @26
Native choice yearlings, 400@600 lbs.	25 @26
Good to choice heifers	22 @22
Good to choice cows	18 @19
Common to fair cows	14 @15
Fresh bologna bulls	16 @17

BEEF CUTS.

Western.

	City.	Western.
No. 1 ribs	632	31 @33
No. 2 ribs	28 @30	28 @30
No. 3 ribs	25 @27	25 @27
No. 1 loins	40	42 @44
No. 2 loins	36 @38	36 @41
No. 3 loins	30 @35	32 @35
No. 1 hinds and ribs	30 @31	31 @33
No. 2 hinds and ribs	27 @28	28 @29
No. 3 hinds and ribs	24 @26	26 @27
No. 2 rounds	22 @21	22 @21
No. 3 rounds	18 @19	19 @19
No. 1 chuck	22 @23	22 @23
No. 2 chucks	20 @21	21 @22
No. 3 chucks	19 @20	19 @20
Bolognas	16	17 @18
Rolls, reg., 6@8 lbs. avg.	22	22 @23
Rolls, reg., 4@6 lbs. avg.	17	17 @18
Tenderloins, 4@6 lbs. avg.	60	60 @70
Tenderloins, 5@6 lbs. avg.	80	80 @90
Shoulder clods	10 @11	

DRESSED VEAL AND CALF.

Priene veal	28 @30
Good to choice veal	26 @28
Med. to common veal	15 @21
Good to choice calves	21 @25
Med. to common calves	14 @18

DRESSED SHEEP AND LAMBS.

Lambs, prime	28 @29
Lambs, good	23 @25
Sheep, good	13 @14
Sheep, medium	7 @10

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	29 @30
Pork tenderloins, fresh	55 @57
Pork tenderloins, frozen	50 @52
Shoulders, city, 10@12 lbs. avg.	19 @20
Shoulders, Western, 10@12 lbs.	19 @20
Butts, boneless, Western	28 @29
Butts, regular, Western	24 @25
Hams, Western, fresh, 10@12 lbs. avg.	24 @25
Hams, city, fresh, 6@10 lbs. avg.	27 @28
Picnic hams, Western, fresh, 6@8 lbs. avg.	16 @17
Pork trimmings, extra lean	22 @23
Pork trimmings, regular, 50% lean	15 @16
Spareribs, fresh	16 @17

SMOKED MEATS.

Hams, 8@10 lbs. avg. ....	.25 @26
Hams, 10@12 lbs. avg. ....	.24 1/2 @25 1/2
Hams, 12@14 lbs. avg. ....	.24 @25
Picnics, 4@6 lbs. avg. ....	.17 1/2 @18 1/2
Picnics, 6@8 lbs. avg. ....	.14 @15
Beef bellies, 6@8 lbs. avg. ....	.18 @19
Beef tongue, light .....	.32 @36
Beef tongue, heavy .....	.36 @38
Bacon, boneless, Western .....	.23 @24
Bacon, boneless, city .....	.22 @23
Pickled bellies, 8@10 lbs. avg. ....	.19 @20

FANCY MEATS.

FANCY MEATS.

Fresh steer tongues, untrrimmed	29c
Fresh steer tongues, l. c. trm'd.	42c
Sweetbreads, beef	70c
Sweetbreads, veal	\$1.00
Beef kidneys	20c
Mutton kidneys	11c
Livers, beef	37c
Oxtails	20c
Beef hanging tenders	32c
Lamb fries	10c

BUTCHERS' FAT.

Shop fat	@@ 2
Breast fat	@@ 4
Edible suet	@@ 5 1/2
Cond. suet	@@ 4 1/2
Number 3	At value

GREEN CALFSKINS.

5-6 9 1/2-12 1/2 12 1/2-14 14-18 up	
Prime No. 1 veals	2.50 2.70 2.90 3.95
Prime No. 2 veals	2.30 2.45 2.65 3.70
Buttermilk No. 1	2.0 2.15 2.35 2.55
Buttermilk No. 2	1.95 2.10 2.30 2.50
Branded Grubry	1.1 1.25 1.30 1.50 2.05
Number 3	At value

BUTTER.

Creamery, extras (92 score)	@47
Creamery, firsts (88 to 89 score)	42 1/2 @43 1/2
Creamery, seconds (84 to 87 score)	40 1/2 @41 1/2
Creamery, lower grades	39 @40
Checks	25 @30

LIVE POULTRY.

Fowls, colored, per lb. via express	28 @33
Fowls, Leghorn, fancy	23 @25

DRESSED POULTRY.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	32 @35
Western, 48 to 54 lbs. to dozen, lb.	29 @31
Western, 43 to 47 lbs. to dozen, lb.	28 @29
Western, 36 to 42 lbs. to dozen, lb.	27 @28
Western, 30 to 35 lbs. to dozen, lb.	26 @27

Fowls—fresh—dry pkd.—12 to box—prime to fcy:	
Western, 60 to 65 lbs. per lb.	38 @42
Western, 48 to 54 lbs. per lb.	33 @37
Western, 43 to 47 lbs. to dozen, lb.	30 @31
Western, 36 to 42 lbs. to dozen, lb.	29 @30
Western, 30 to 35 lbs. to dozen, lb.	28 @29

Ducks—	
Long Island, per lb., prime to fancy	20 @25
Keynes—	
Argentine, young toms, 14-16 lbs.	42 @44
Argentine, young hens, 10 lbs. up.	40 @41
Squabs—	
White, ungraded, per lb.	45 @50
Chickens, fryers—fresh—12 to box—prime to fcy:	
Western, 30@42 lbs. per lb.	32 @33
Chickens, Western—12 to box:	
Western, 60 to 65 lbs. per lb.	38 @42
Western, 48 to 54 lbs. per lb.	33 @37
Western, 43 to 47 lbs. per lb.	30 @33

Ducks—	
Long Island, per lb., prime to fancy	20 @25
Keynes—	
Argentine, young toms, 14-16 lbs.	42 @44
Argentine, young hens, 10 lbs. up.	40 @41
Squabs—	
White, ungraded, per lb.	45 @50
Chickens, fryers—fresh—12 to box—prime to fcy:	
Western, 30@42 lbs. per lb.	32 @33
Chickens, Western—12 to box:	
Western, 60 to 65 lbs. per lb.	38 @42
Western, 48 to 54 lbs. per lb.	33 @37
Western, 43 to 47 lbs. per lb.	30 @33

Chickens, Western, fresh	38 @42
Chickens, city, fresh, 6@10 lbs. avg.	33 @37
Chickens, Western, fresh, 6@8 lbs. avg.	30 @33
Chickens, Western, fresh, 12@18 lbs.	37 @41
Chickens, Western, fresh, 12@18 lbs.	35 @39

Wholesale prices of carcases—fresh centralized butter—90 score at Chicago:	
Sept. 13 14 16 17 18 19	
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Wholesale prices of carcases—fresh centralized butter—90 score at Chicago:	
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Wholesale prices of carcases—fresh centralized butter—90 score at Chicago:	

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